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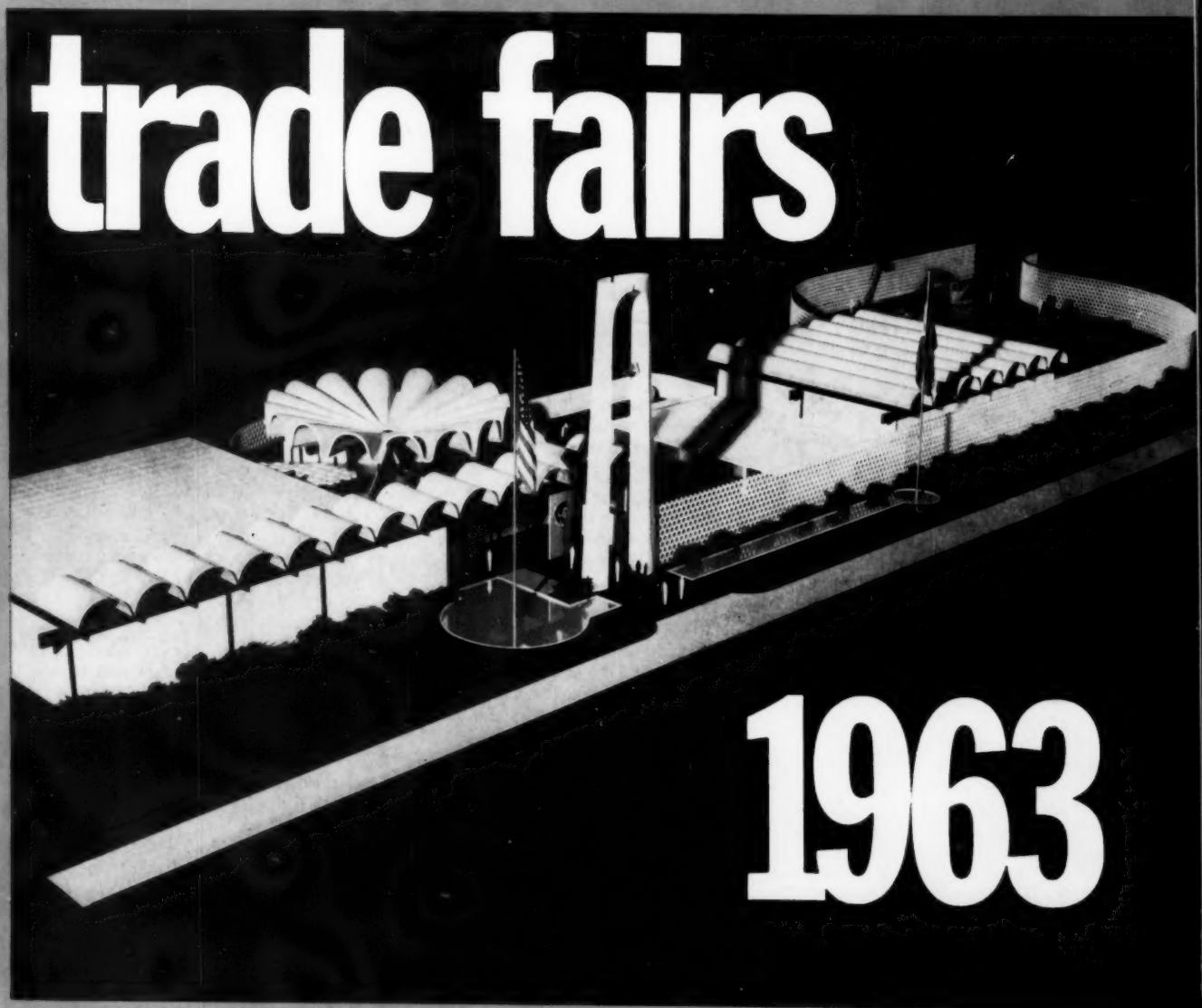

Business Bulletins *from around the world*

BOLIVIA—Representatives of two American firms inform U.S. Embassy of interest in constructing low-cost workers housing in Bolivia. Estimates for 2 basic floor plans are between $1,600 and $1,800. Bolivia suffers from acute shortage of houses for lower and middle income levels.

Agriculture Ministry reports 180,000 steel plows from Yugoslavia will cost Government about $300,000. First consignment of 20,000 plows already shipped, with remaining 160,000 to arrive later in 1962 and in 1963. This project is in line with Government program of increasing local agricultural production to save foreign exchange for imported finished manufactured items.

CAMBODIA—1962 rice harvest very promising. On basis of expected production of paddy (between 1.5 and 1.6 million metric tons), exports estimated at 400,000 tons for 1963, 50% above 1961.

Two 3,000 kw Worthington diesel electric-generators ordered in 1961 by Electricite du Cambodge, at cost of some $2 million, put into operation in Phnom Penh at end of October. They will increase Phnom Penh's generating capacity from 18,000 to 24,000 kws.

GABON—French assistance through FAC (French aid organization) to total $9.3 million in 1962. Of this, $3.2 million to be used for project assistance—$336,000 for basic studies; $1.2 million for development projects in agriculture, forestry, animal husbandry, and hydroelectric power; $896,000 for road and airport improvement; and $140,000 for health and education.

GREECE—Government approves $100 million U.S. direct private investment project of Pappas-Esso-Kellogg group. It includes $25 million petrochemical complex and following facilities (annual capacity in thousands of metric tons shown in parentheses): petroleum refinery (1,500); ammonia plant (105); and iron and steel plant with hot and cold rolled sheet mill facilities, including galvanized sheets and tinplate (250). Various plants to be constructed in Northern Greece over period of 4 to 6 years.

GUATEMALA—Bans on import of day-old chicks for broilers was lifted for 6 weeks and on fertile hatching eggs for 8 months effective Oct. 16, 1962. Periods may be extended if local industries unable to fulfill local market requirements.

IRAN—Bus assembly plant being established on outskirts of Tehran. About 50% of parts to be manufactured locally, remainder imported from Germany. Factory to have paid-up capital of about $7.5 million, and first buses to be on the road next year.

Ministry of Industries and Mines licenses paper mill near Ahwaz. Company, formed of Iranian, Swedish, and French industrialists, to have $18 million capital. Annual production capacity to be 60,000 tons of both writing and industrial paper.

Licenses granted for plants to produce sponges and foam rubber products from plastics, soap, shampoos and beauty preparations, and vegetable oils, and for assembly of gramophones.

IVORY COAST—National corporation, Credit de la Cote d'Ivoire (CREDICODI), drawing initial $714,000 of total $1.2 million loan from Caisse Centrale de Cooperation Economique. CREDICODI to extend medium and short-term credit to small businesses and cooperatives for real estate, industrial, and development projects.

NETHERLANDS—Two largest Dutch insurance companies, N.V. Assurantie Maatschappij De Nederlanden van 1845 and Nationale Levensverzekering Bank N.V., with combined gross premium incomes of 540 million guilders ($149 million) per year to join in forming one of largest insurance complexes in Common Market.

Manganous oxide and other manganic compounds to be sold in Europe by AIME-Lavino N.V., new joint firm to be formed by E. J. Lavino & Co. of Philadelphia and N.V. Algemene Industriele Mineraal-en Ertsmaatschappij of Amsterdam.

RHODESIA-NYASALAND FEDERATION—Federal Government to give 10% preference to local supplies in awarding Government bids rather than 7½% as previously. Specifications to favor Rhodesian industry.

SINGAPORE—Pioneer status (relief from income tax) awarded to: animal feedmixes, regenerated lubricating oil, prefabricated standard steel-frame buildings, clay sewer pipes, ceramic ware. U.S. firms interested in supplying equipment to manufacture these items should write to Mr. Ngiam Tong Dow, Investment Promotion Division, Economic Development Board, Fullerton Building, Singapore. Seventy-seven products now enjoy pioneer status.

THAILAND—Government postpones International Trade Fair originally to be held February 1963 (INTERNATIONAL COMMERCE, November 12, p. 19) to some time in 1966 or 1967. Bugetary reasons are given.

TUNISIA—Government, establishing diplomatic relations with European Common Market, hopes to conclude commercial agreement with Common Market which, in the future, might embrace all Maghrebi countries (Morocco, Algeria, and Libya).

Government approves participation of International Finance Corporation and U.S. firm, Freeport International, in $14 million triple super-phosphate plant to be built at Sfax. Plant will be constructed and operated by Tunisian company N.P.K.Engrais Societe Anonyme Tunisienne. IFC participation is $3.5 million with approximately $1 million put up by Canadian, American and Swedish banks. This is IFC's first such North African venture.

VIET-NAM—New government-owned SICOVINA cotton mill, inaugurated November 4, already has in operation 420 automatic looms. 20,000 new spindles to be in operation March 1963. Finishing and dyeing section to be added. Only cheaper grades of cloth (based on 20s and 30s yarns) to be produced.

National Agricultural Credit Office (NACO) announced that loans to farmers and cooperatives increased 32% in first 9 months of 1962.

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About the Cover

The Department of Commerce will open its 1963 international trade fair schedule next February when it stages an exhibit in Mexico City. Pictured is the design model of the pavilions which will house the official U.S. exhibit. The model was designed by William M. Schmidt Associates of Harper Woods, Mich., under the direction of the Commerce Department's Bureau of International Commerce. For a complete listing of worldwide trade fairs for 1963 see pages 6 to 18.

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New trade center opens

Frankfurt exhibit draws good crowds, business

By E. F. BECKER

Director,
U.S. Trade Center in Frankfurt

The doors of the U.S. Trade Center in Frankfurt have been swinging constantly since the Nov. 14 opening.

E. F. Becker

Two major transactions were concluded in the first 2 days. The Wright Manufacturing Division of the Midland-Ross Corp. of Phoenix, Ariz., signed a contract for $50,000 worth of executive type air conditioners, and the John Oster Co. of Milwaukee, Wis., sold $30,000 worth of home electric hair clipper sets to a mail order house.

In addition, several sample sales totaling about $10,000 have been made.

Attendance at the Center has been about what we expected—approximately 100 visitors a day. Recorded business visitors in the first 5 working days totaled 450. Most of them of course were from Germany, but 14 other European countries have also been represented, especially the Netherlands (one Dutch dele-

AVID INTEREST: During "Ladies Day" at the Trade Center, German women see demonstrations of American kitchen appliances — from electric can openers to dishwashers and floor sweepers.

gation of 25 arrived Nov. 19 by chartered plane or car).

The promotion of electrical appliances which opened the Center has proved worthwhile to a number of U.S. firms exhibiting at the show.

Of the 32 U.S. companies participating, 16 were unrepresented in Germany when they signed up. Four of them have already appointed agents, and at least 9 others—who are optimistic about the market as the result of their talks with visitors—are involved in negotiations with serious prospective representatives.

Items displayed at the appliances show have generally drawn favorable comments either price or design, or both.
from visitors and we believe they have good sales prospects on the basis of

Like small appliances

Particular interest has been shown in the coin-operated washers and dry cleaning equipment, garbage disposal units, outdoor grills, wall ovens, battery operated appliances, and small appliance specialties, such as hair clippers, massagers, can openers, portable hair dryers, shampooers, shoe shiners, air purifiers, and ice cream freezers.

Visitors have commented frequently, however, that major appliance units are too large for the cramped kitchen quarters available to European urban dwellers.

Representatives of some of Germany's larger department store chains and at least 2 large mail-order houses have visited the exhibit. A number of representatives of leading German manufacturers of electric appliances have also looked over the U.S. products on display with an eye on taking on items to fill out their own lines.

The U.S. manufacturers, we feel, would thus have a made-to-order sales, distribution and servicing organization.

No snap decisions

German—and, generally, European—buyers and businessmen are very conservative and do not make snap decisions. It is quite likely, therefore, that many of the German and other buyers, after looking at the items on display, are considering their mark-up and comparing retail prices before deciding to take on American lines. Other representatives of department stores plan to come in later "when the excitement dies down."

German housewives have so far made up another important group of visitors to the Center show. Several who visited the exhibit on "Hausfrauentag" were interested in immediate purchases, in some cases for new homes they are planning or which are under construction.

U.S. 3rd quarter exports hold close to record high

Underdeveloped areas gain buying power

By EVELYN M. PARRISH

International Trade Analysis Division
Bureau of International Commerce

U.S. exports and imports, seasonally adjusted, remained close to high second-quarter levels in July-September. Contributing to third-quarter strength were unusually heavy trade movements in September, possibly partly in anticipation of the longshoremen's strike in the first few days of October.

Non-military third-quarter exports were at a seasonally adjusted annual rate of $21.2 billion, which was only 2% below the record second-quarter level. In the latter quarter exports had been influenced by certain temporary factors which tended to speed up sales abroad, including an acceleration in shipments to Canada before expected remedial action was taken to improve the Canadian international payments situation, and expanded shipments to the European Economic Community of commodities to be affected by changes in the Common Market external duties at the end of July.

For the first three quarters of 1962, non-military exports were at a seasonally adjusted annual rate of $21.2 billion, the same as the third-quarter rate—5% ahead of the record $20.1 billion value in the full calendar year 1961.

In July-September, imports rose for the sixth consecutive quarter to a new high seasonally adjusted annual rate of $16.9 billion.

Through the first 9 months of 1962 imports entered at a seasonally adjusted annual rate of $16.4 billion—12% greater than the $14.7 billion value in calendar year 1961 and 5% more than the $15.6 billion record in 1959.

Export surplus down

In July-September, the excess of merchandise exports over imports fell to a seasonally adjusted annual rate of $4.3 billion from $5.3 billion in the preceding quarter, as exports declined and imports rose by equal amounts. For the 9 months January-September, the export surplus was at an annual rate of $4.8 billion—down somewhat from the rate of $5.4 billion for the same period of 1961.

While export-import trade with most areas of the world, unadjusted for seasonal variations, was lower in the third quarter than in the second quarter of 1962, it was higher than in the third quarter of 1961.

Sales to Canada and to Western Europe in July-September 1962 remained above those in the third quarter 1961, although they receded sharply from a high second quarter. In the first quarter shipments to those areas had barely equalled their levels in January-March 1961. Exports to the United Kingdom, which had declined in the second quarter when sales elsewhere were generally increasing, advanced in July-September because of big tobacco shipments there.

Exports to Japan in the third quarter of 1962 were substantially under those in the corresponding quarter of 1961, as they had been in each of the two preceding quarters of 1962. Japanese balance-of-payments problems have been a factor in the decline in U.S. exports there, mainly in industrial supplies of raw cotton, metal scrap, and copper.

U.S. exports to the less-developed areas of the world except Latin America were higher in each of the first 3 quarters of 1962 than they had been in the first 3 quarters of 1961. Shipments to India and Pakistan expanded in both the second and the third quarters, reflecting in the main increased shipments under PL 480 or Agency for International Development programs. Exports to the Latin American area remained sluggish, with reduced levels in the third and first quarters of the year more than offsetting the gains that occurred in the second quarter.

U.S. purchases from nearly all major world areas during the first three quarters of 1962 exceeded those in the corresponding quarters of 1961. The greatest expansion so far has been in imports from Japan, especially of consumer goods such as textiles and electrical apparatus and of steel products, and from Australia, mainly of meat. In the third quarter, purchases from those countries were about one-third above those a year earlier. Imports from Canada and from Western Europe were 8% higher this July-September than in the same period a year ago, while receipts from Latin America were about 6% larger than in the third quarter 1961 and reflected mainly increased petroleum inflows from Venezuela and Mexico. Smaller deliveries of petroleum from the Near East, however, have depressed the level of U.S. imports from that area.

Exports of finished manufactures, after adjustment for seasonal variations, in the third quarter appear to have remained close to the high level of the preceding three months, and exports of industrial supplies increased. Shipments of foodstuffs, on the other hand, receded from an extraordinarily high second quarter, to a level close to January-March.

Increased sales of machinery abroad were of great importance in expanding exports this year. Machinery sales reached a peak in the second quarter and then in the third quarter declined slightly on a seasonally adjusted basis. Shipments of machinery to industrial areas—Canada, Japan, and Western Europe—were well above 1961 quarterly levels in each of the first 3 quarters of 1962. In the second and third quarters, machinery shipments to India and Pakistan, largely financed by A.I.D. funds, also increased.

Exports of automobiles and automotive parts declined in the third quarter, partly because of seasonal influences and partly reflecting some drop-off in heavy

U.S. TOTAL MERCHANDISE TRADE

(Billions of dollars)

Period		Nonmilitary exports	General imports	Excess of exports
1961		20.1	14.7	5.3
1960		19.6	15.0	4.6
1959		16.4	15.6	0.8
	Annual rate, seasonally adjusted			
1962:	January-September	21.2	16.4	4.8
1961:	January-September	19.9	14.5	5.4
1962:	July-September	21.2	16.9	4.3
	April-June	21.7	16.4	5.3
	January-March	20.6	15.9	4.7

sales to Canada in the preceding quarter.

Exports of industrial supplies rose slowly in the second and third quarters of this year, after having dropped to their lowest point since mid-1959 in the first quarter of the year; but they remain substantially smaller than they had been last year. The improvement in the third quarter largely stemmed from metal exports, which exceeded seasonal expectations, strengthened by shipments of A.I.D.-financed steel to India and Pakistan.

Cotton exports—which accounted for most of the decline in industrial supplies between 1961 and 1962—fell further in the third quarter as sales to the European Economic Community, Japan, and the United Kingdom continued falling. Greater competition from foreign cotton, rising U.S. export prices, and uncertainty over U.S. policies have impeded cotton exports this year.

Also contributing to the decline in industrial supplies this year has been the reduced level of metal scrap and copper exports to Japan, following large shipments last year. In the third quarter, there was little further decline in those commodities.

The decline in exports of foodstuffs in the third quarter largely stemmed from reduced shipments of grains. Commercial sales of grains to the European Economic Community, the United Kingdom, and Spain fell sharply, and shipments under PL-480 programs to Turkey and Yugoslavia also decreased. PL-480-financed shipments of edible fats and oils to Pakistan and Turkey dropped in the third quarter, and sales of meat to the European Economic Community (mainly poultry to Germany) receded from high second-quarter levels.

Manufactured goods

In the third quarter, imports of finished manufactures, after adjustment for seasonal influences, were at a new high, while imports of industrial supplies and foodstuffs were the largest since late 1959.

The rise in imports of finished manufactures in the third quarter was a continuation of a long-term upward trend, interrupted briefly from mid-1960 to mid-1961. Higher imports of textile manufactures, machinery, automobiles, and finished steel products, mainly from industrial areas, contributed to the rise in 1962. From the second to the third quarter most of the increase stemmed from higher imports of textile products.

Much of the advance in imports of industrial materials in 1962 was in purchases from Canada, especially of metals and petroleum. The gain from the second to the third quarter was mainly in imports of crude petroleum and iron ore.

Imports of foodstuffs did not expand as much as finished goods and industrial supplies this year, largely because of relative stability in receipts of coffee and sugar, two of the three major foodstuffs purchased abroad. Imports of meat, the third major food product, rose substantially this year as consumer demand continued high. In the third quarter meat deliveries, mainly of boneless beef from Australia, were nearly one-fifth more than in the second quarter.

U.S. doesn't capitalize on export head start

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Enroute Southampton—H. Adam Hogg, a young Englishman living in Paris returning from a stay in the United States, was answering some shipboard questions about American exporting.

'My name *is* Hogg," he had said to us. "You Americans are always so hesitant about pronouncing it that I have to do it first. It's been Hogg for generations and we're, none of us, sensitive. Actually, we think it's quite quality and we're rather proud of it.

"It's really Hugh A. Hogg," he went on, "but I had to settle for the middle name. It did get a bit sticky when people would ask my name and I'd reply 'Hugh Hogg.'

"It's always seemed strange to me," said Mr. Hogg, "that Americans don't take more to export. Actually, you've got a head start.

"You have family backgrounds that extend to every country. You are made up of Italians, French, British, Germans and what have you, but you don't capitalize on it."

Mr. Hogg, we should mention, is a trim, well-informed representative of the international firm of Richoux Co., which exports all sorts of plastic materials, especially Mylar laminations for the shoe industry through a dozen or so world offices.

"Oddly, it appears difficult for you," he went on, "who all originally came from somewhere else, to quote in different languages and currency. Maybe you're just too big, although the Common Market will be as big.

"Possibly your people feel too comfortable with money and have never been deprived of anything for lack of foreign exchange.

"I suppose it is all a matter of education," he said. "The world wants what you make, but more of you have to discover ways to get it to them."

There was nothing superior in Mr. Hogg's comments, but with good grace and charming ease, he had ticked off some perplexing questions as might an unusually perceptive astronomer viewing a wide sky from a vantage point of distance.

Come to think of it, however, only in the Americas are there nations with complete international backgrounds, as scrambled as the bouillabaisse along the French Mediterranean coast-line, and scarce a citizen still hasn't some relative yet living in another land, so why do we need to fire an already flashing imagination to brilliance in an area that through birth we should excel?

We're glad to have this gentleman from England, now a resident in France and fresh from a several months stay in America, on our side, selling United States plastics. H. Adam Hogg would be tough competition.

700 trade fairs in 61 countries challenge U.S.

General exhibits as well as a variety of specialty events are listed; those in which Commerce Department plans to take part also are included

U. S. merchants may display their wares to a worldwide market through participation in trade fairs planned for the coming months.

More than 700 fairs, exhibiting a variety of merchandise for consumers and producers—from such items as toys, wine, household wares, and jewelry to heavy industrial and agricultural equipment—are scheduled in 61 countries.

These fairs—some general, some specialized—are listed below, by country, city, name, type, and management address. Unless otherwise specified, the fairs are scheduled for *1963* and the management office is located in the host city. Tentative U.S. Government participation by the Commerce Department is as shown (★).

The information is taken from latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

Further information regarding the trade fairs listed may be obtained from the Trade Fairs Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Algeria

Algiers

April-May. Algiers Int'l Trade Fair. General. 3 rue Jean Rameau.

Constantine

May-June. Int'l Trade Fair. General. Chamber of Commerce and Industry of Constantine.

Oran

Oct.-Nov. Oran Fair. General; industrial and agricultural machinery emphasized. 10 rue Citogen-Bezy, Baete postale n. 3 R.P.

Australia

Adelaide

March 28-April 27. Royal Adelaide Exhibition. General. 12 Pirie Street.

August. Agricultural, Industrial, and Motor Show. G.P.O. Box 122B, Brisbane, Queensland.

Melbourne

Feb. 27-March 16. Int'l Trade Fair. General. Chamber of Commerce, 90 William Street.

March 20-24. Radio and Electronics Engineering Convention and Exhibition. Institution of Radio Engineers, Box 3120 G.P.O., 157 Gloucester, Sydney.

March 26-April 6. Ideal Home Show. 110 Jolimont Road.

May 2-11. Int'l Motor Show. International Motor Show, Melbourne.

May. Int'l. Toy Fair. 342 Flinders St.

July. Int'l Boat Show and Water Sports Exhibition. Exhibition Promotions Pty. Ltd., Suite 29 "Town House," 67 Queens Road.

August. Melbourne Engineering Exhibition. Robert Howarth & Associates, 27 Murphy St., South Yarra.

Perth

Jan. 31-Feb. 6. Perth Motor Show. 1121 Hay St.

Sept.-Oct. Perth Royal Show. 9 Howard St.

Sydney

June 21-29. Sydney Homes Exhibition. Box 4962, G.P.O.

July 26-Aug. 10. Sydney Industries Fair. General; biennial (held alternately with Sydney Engineering Exhibition). R.A.S. Showground.

July 1964. Sydney Engineering Exhibition. Biennial. P.O. Box 4962, G.P.O.

Austria

Dornbirn

July 12-21. Int'l Export and Trade Fair. Textiles, textile machinery, chemicals. Rathausplatz.

Graz

April 27-May 5. Graz Southeastern Fair. General. Conrad Hoetzendorf Strasse 67.

Innsbruck

September. Innsbruck Trade Fair. Hotel, restaurant, tourism. Maria Theresienstrasse 47.

Klagenfurt

Aug. 8-18. Klagenfurt Timber Fair. Rathaus.

Ried

Aug. 31-Sept. 8. Austrian Agricultural Fair. Hauptplatz, Rathaus.

Vienna

March 10-17. Int'l Spring Fair. General. Messeplatz 1.

Sept. 8-15. Int'l Fall Fair. General. Messeplatz 1.

Wels

Sept. 1-9, 1964. Agricultural Fair and Festival. Biennial. (Held alternately with Ried.) Hauptplatz, Rathaus.

Belgium

Brussels

Jan. 16-27. Int'l Motor and Cycle Show. S.I.M.P.A. 10, place de Brouckere.

Feb. 10-17. Int'l Agricultural Equipment and Products Show. 29, rue de Spa.

March 8-17. Int'l Inventors Show. 70, rue de Livourne.

April. Professional Exhibit of Ready-Made Women's Apparel. 52, rue du Progres.

April 30-May 12. Brussels Int'l Trade Fair. General. Palais du Centenaire.

May. Int'l Exposition of Hunting & Sporting Arms. 61 rue Veydt.

Sept.-Oct. Radio and Television Exhibition. Florencestraat 7.

Sept.-Oct. Int'l Exhibition of Medical Equipment for Hospitals. Centre International Rogier.

Oct.-Nov. Int'l Food and Home Exhibition. 8/10 place de Brouckere.

Oct.-Nov. Domestic Science Fair. 10 place de Brouckere, E/V.

Nov. Laborama Exposition. Laboratory equipment. 203 ave. Slegers.

Charleroi

Sept. Int'l Technical and Industrial Exposition. ave. de'l Europe.

Ghent

March 29-April 7. European Small In-

dustries Fair. Handicrafts. Palais des Floralies.
Sept. 14-29. Int'l Trade Fair. General. Palais des Floralies.

Liege
May 25-June 9. Int'l Trade Fair. General. 17, blvd. D'Avroy.

Brazil

Rio de Janeiro
July 14-Aug. 12. U.S. Solo Exhibit.★ Office of International Trade Promotion, U.S. Department of Commerce, Washington 25, D.C.

Sao Paulo
Feb. 15-April 14. Aero-Space Int'l Exhibition. Santos Dumont Foundation, Avenida Ipiranga 84.

Bulgaria

Plovdiv
Sept. Int'l Fair of Plovdiv. General. Bulgarian Chamber of Commerce, 11a Stambolusky, Sofia.

Cambodia

Phnom Penh
May. U.S. Solo Exhibit.★ Office of International Trade Promotion, U.S. Department of Commerce, Washington 25, D.C.

Canada

Montreal
Jan. 28-31. Eastern Canada Hardware Show. Show Mart Bldg., Suite 257, 1600 Berri St.
Feb. National Agriculture Show. 10819 St. Denis St.
March. Montreal Spring Gift Show. 443 Mt. Pleasant Road, Toronto 7.
Aug.-Sept. Int'l Congress of Radiology. Suite 204, 1555 Summerhill.
Aug. Montreal Fall Gift Show. 443 Mt. Pleasant Road, Toronto 7.
Oct. High Fidelity Exhibition. 25 Taylor Drive.
Oct.-Nov. Int'l Trade Fair. General. 227-228 Show Mart Bldg., 1600 Berri St.

Ottawa
March. Canadian Hardware Show. 290 Morton St., Toronto 7.
May. Canadian Nuclear Exhibition. 1819 Yonge St., Toronto 7.
Aug. Central Canada Exhibition. Lansdowne Park.

Toronto
Jan. Canada Farm and Industrial Equipment Trade Show. 4969A Yonge St.
Feb. 1-9. Canadian Boat Show. 85 King St., East.
Feb. 4-7. Canadian Hardware Show. 290 Morton St.
March 15-23. Canadian National Sportsmen's Show. 85 King St., East.
March. Canadian Restaurant Association Convention and Exhibition. 60 Avenue Road.
March-April. National Home Show. 1819 Yonge St.
April 8-9. Industry Accident Prevention Exhibition. 90 Harbour St.
May 5-7, 1964. Plastics Show of Canada. Biennial. 481 University Ave.
May 6-10. National Industrial Production Show. 481 University Ave.
Aug.-Sept. Canadian National Exhibition. Exhibition Park.
Sept. 30-Oct. 2. Institute of Radio Engineers Exhibition. 1819 Yonge St.
Sept. Toronto Fall Gift Show. 443 Mt. Pleasant Road.
Oct. Canadian National Business Show. 1819 Yonge St.
October 1964. Materials Handling Exposition. Biennial. 481 University Ave.
Oct. Ontario Hospital Association Exhibition. 24 Terrand Drive, Glemingdon Park, Don Mills, Ontario.
Nov. National Packaging Exhibition. 1835 Yonge St.

Vancouver
March. Vancouver Gift Show. 443 Mt. Pleasant Road.
Aug.-Sept. Pacific National Exhibition. Exhibition Park.

Congo, Republic of

Brazzaville
June. Int'l Trade Fair. General. 716 Pointe Noire.

Congo, Republic of the

Elisabethville
July. Int'l Fair. General. P.O. Box 1916, Elisabethville.

Cyprus

Nicosia
June-July. Cyprus Int'l Fair. General. 67th Salon St., P.O. Box 625.

Czechoslovakia

Brno
Sept. Int'l Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

Denmark

Aalborg
March 23-31. Int'l Textile Exhibition 17 Vesterbro.
May 31-June 10. Danish Food Fair. 1, Osteraa.

Copenhagen
Feb. 28-March 8, 1964. Int'l Automobile Exhibition. Biennial. 22 Amaliegade.
March 8-17. Int'l Technical Fair. 17 Blaagaardsgade.
March 8-17. Int'l Productivity Exhibition. Universal Fair & Exhibition Service, Ltd., 17 Blaagaardsgade.
March 29-April 7. Int'l Toy Exhibition. Forum A/S Jul., Thomsens Plads.
Sept. 4-13, 1964. Int'l Fisheries Fair. 10 Puggaardsgade.
April 10-19, 1964. Int'l Plastics Exhibition. 17 Blaagaardsgade.
April 19-28. Scandinavian Boat Show. 21 Callisensvej, Copenhagen-Hellerup.
June. Int'l Aviation Trade Fair. 68 St. Kongensgade.
Sept. 13-22. Int'l Office Equipment Exhibition. 17 Blaagaardsgade.
Sept. 21-Oct. 7. Cabinet Makers Association Exhibition. 41 Groennegadde.

Fredericia
May. Furniture Fair. 10 Magelos, Odense.
August. Danish Trade Fair. General. Bansk Kobestavne, Fredericia.

Herning
April. Danish Textile Fair. Herning-Hallen, Herning-Jutland.
April. "A Vacation for All" Exhibition. Ferie for Alle, Herning-Hallen.

Karolinelund Tivoli
June. Karoline Trade Fair. General. Karolinelund Tivoli, Aalborg.

Fiji

Suva
Sept. 13-29. Trade and Industries Fair. General. P.O. Box 177.

Finland

Helsinki
Sept. Finnish Int'l Trade Fair. General. Helsinki-Tooloo.
Sept. 13-29. Int'l Maritime Exhibition. Helsinki, Tooloo.

France

Avignon
April 27-May 5. Avignon Spring Fair. General. 46 Avenue Jean-Jaures.

Besancon
Sept. 7-10. Int'l Timepiece Exhibition. Chambre de Commerce, 54 Grande Rue.

Bordeaux
June 15-27. Int'l Trade Fair. General. 12 Place de la Bourse.

Cannes

May-June. Int'l Salon of Light Aircraft. 5 ave. Mozart, Paris XVI.

Aug. Int'l Nautical Exhibition. Port Debilly.

Lille

April 27-May 12. Int'l Trade Fair. General. Grand Palais.

Limoges

May 21-June 3. Limoges Exposition and Trade Fair. General. 7 rue du General-Cerez.

Lorient

May-June, 1964. Int'l Fisheries Fair. Biennial. Chamber of Commerce.

Lyon

Feb. 17-24. Int'l Toy Salon. Palais des Congres.

March 31-April 8. Int'l Trade Fair.★ General. Quai A. Legnon.

Marseille

Sept. 19-30. Int'l Trade Fair. General. Parc Chanot.

Metz

Oct. 2-13; Sept. 30-Oct. 11, 1964. Int'l Trade Fair. General. 1 avenue de l'Amphitheatre.

Montpellier

Oct. 10-21. Int'l Vine & Wine Fair. 11 bis rue de la Loge.

Nancy

June 1-12. Nancy Trade Fair. General. 9 rue des Dominicains.

Nice

Feb. 28-March 11. Int'l Fair of Nice. Tourism. 8, place Massena.

Oyonnax

May 15-21. Int'l Plastics Fair. Hotel de Ville.

Paris

Jan. 21-28. Luggage & Leather Goods Show. 6 rue Beranger.

Jan. 23-28. Int'l Furniture Fair. 22 ave. Franklin Roosevelt.

Feb. 6-12. Int'l Radio & Electronic Components Show. 23 rue de Lubeck.

Feb. 25-March 17. Domestic Arts Exhibition. 15 ave. de la Division-Leclerc.

March 5-10. Int'l Agricultural Machinery Show. 95 rue Saint Lazare.

March 7-12. Int'l High Fidelity Show. 14 rue de Stael.

April 18-28. Int'l Exhibition of Civil Engineering and Building Equipment. 1 ave. Niel.

April 18-22. Int'l Fur Trade Exhibition. 36 ave. de l'Opera.

April 18-28. Int'l Building Materials & Construction. Methods exhibition—BATIMAT. 1 ave. Niel.

Schedule of official U.S. trade fairs

Official U.S. participation in seven international trade fairs is planned for the first part of 1963.

Of the seven sites selected, three are in countries where the United States has not previously been officially represented at trade fairs: Mexico, Guinea, and Brazil.

Plans for the 1963 U.S. exhibitions are tentative and subject to review and further negotiations in some instances. Final dates and confirmation of participation and exhibit themes will be announced later by the Bureau of International Commerce's Office of International Trade Promotion.

The schedule is as follows:

Location	*Name of Fair*	*Date*	*U.S. Theme*
Mexico City, Mexico	U.S. Solo Exhibit	Feb. 8-28	Allies in progress
Tripoli, Libya	International Industrial, Commercial, and Agricultural Fair	Feb. 28-Mar. 28	New highways and resources for better living
Conakry, Guinea	U.S. Solo Exhibit	April 6-26	Education, employment, and equal opportunity
Tokyo, Japan	Tokyo International Trade Fair	April 16-May 6	Automatic merchandising
Phnom Penh, Cambodia	U.S. Solo exhibit	May	
Poznan, Poland	Poznan International Fair	June 9-23	Modern technology creating a better life
Rio de Janeiro Brazil	U.S. Solo Exhibit	July 14-Aug. 12	Allies in progress

New Commerce participation

This year for the first time the Commerce Department is offering to assist U.S. businessmen to participate in a variety of trade fairs on a purely hard-sell basis in proven overseas markets.

Congress has recently appropriated $1.6 million to be used by Commerce for this purpose.

Although 127 trade fairs have been sponsored by the Government and operated by Commerce since 1954, the tone of these fairs has been primarily descriptive of life in the United States. The new program will introduce and further expand U.S. exports in established markets.

Based on market studies demonstrating a strong sales potential for U.S. goods, selection of three fair sites has already been made for the spring of 1963, as follows:

Location	*Name of Fair*	*Date*
Utrecht, Netherlands	Royal Netherlands Industries Fair	March 11-19
Lyon, France	International Fair	March 31-April 8
Barcelona, Spain	International Samples Fair	June 1-20

Market research studies are being conducted to determine the feasibility of participation in the following 1963 fall fairs:

Location	*Name of Fair*	*Date*
Sydney, Australia	Sydney Industrial Fair	July 26-August 10
Stockholm, Sweden	St. Eriks Fair	August 28-September 9
Vienna, Austria	International Fall Fair	September 8-15
Zurich, Switzerland	Swiss Import Exhibition	September 27-October 7

The new program is not designed to encourage participation by a U.S. firm seeking one-time sale of its products, but rather to aid the manufacturer who is prepared to send a qualified representative to the fair site with authority to negotiate sales and select agents to further promote the firm's goods.

Write or wire today your interest in any identified fair, or your request for general fair information, to the Exhibit Participation Division, Office of International Trade Promotion, Department of Commerce, Washington 25, D.C.

April 20-May 5. Camping & Sporting Goods Exhibition. 149 rue Saint-Honore.

April 27-May 6. Women's Ready to Wear Show. 35 rue Etienne-Marcel.

May. Int'l Public Works & Building Exposition. 112 rue de Charenton.

May 14-23. Mechanical & Electrical Engineering Fair. 40 rue du Colisee.

May 14-23. Int'l Materials Handling Fair. 40 rue du Colisee.

May 23-June 3. Int'l Trade Fair. General. 2 ave. Gabriel.

May 26-30. Int'l Textile Show. 10 rue d'Anjou.

May-June 1964. French Biennial Machine Tool Exposition. 150 blvd. Bineau, Neuilly.

June 6-16. Int'l Aeronautic Exhibition. 6 rue Galilee.

June 7-16. Int'l Salon of Aviation and Space. LeBourget Airport.

Sept. Int'l Radio & Television Exhibition. 23 rue de Lubeck.

Sept. 7-12. Int'l Leather Week. 2 rue Edouard VII.

Sept. 8-11. Int'l Confectionery Show. 48 ave. de Villiers.

Sept. 8-16. Commercial & Professional Exhibition of Art Workshops. 13 rue des Petites Ecuries.

Sept. 1964. Int'l Food Machinery Exhibition. Biennial. 42 rue du Louvre.

Sept.-Oct. Int'l Nautical Exhibition. Porte Debilly.

Oct. Show of Men's Clothing. 8 rue de Richebeu.

Oct. 3-13. Int'l Automobile & Cycle Show. Grand Palais Porte J.

Oct. 5-14. Trade Equipment Show. 42 rue du Louvre.

Oct. 5-14. Int'l Food Week. 42 rue du Louvre.

Oct. Int'l Exhibition of Retail Trade Equipment. 42 rue du Louvre.

Oct. Int'l Technical Exhibition of Hotel and Catering Equipment. 13 rue de Liege.

Oct. Int'l Office Equipment Fair. 6 place de Valeis.

Nov. 14-21. Int'l Exhibition of Measurement, Control Regulation and Automation—MESUCORA. 37 ave. de Bretreteuil.

Nov. 1964. Int'l Dairy Equipment Show. Biennial. 3 rue la Boetie.

Nov. 1964. Int'l Bottling Equipment & Related Industries Exhibition. 28 rue Louis-le-Grand.

Nov. 8-18. Int'l Laundry, Dyeing & Dry Cleaning Equipment Exhibition. Biennial. 126 rue de Picpus.

Nov. 1964. Int'l Packaging Exhibition. Biennial. 20 rue Carpeaux, Puteaux.

Nov. 1964. Int'l Clothing & Knitwear Industries Equipment Show. 40 rue du Colisee.

Strasbourg

Sept. 5-16. European Fair. General. 9 rue Brulee.

Toulouse

April 25-May 6. Toulouse Exposition & Trade Fair. 2 bis rue d'Alsace-Lorraine.

Germany

Berlin

Feb. 1-10. Agricultural Machinery Fair —GREENWEEK. Hammarskjoldplatz 1-7, Mansurenallee 5-15.

March 15-24. Int'l Boat Show & Water Sports Exhibition. Hammarskjoldplatz 1-7, Mansurenallee 5-15.

June 5-9. Pharmaceutical, Medical & Technical Exhibition. Klingsorstrasse 21.

Aug. 30-Sept. 8. German Radio, Television & Phonograph Exhibition. Mansurenallee 5-15, Charlottenburg 9.

Sept. 7-10. German Soap Fair. Mansurenallee 5-15, Charlottenburg 9.

Oct. 12-27. German Industries Exhibition. General. Mansurenallee 5-15, Charlottenburg 9.

Oct. Restaurant & Catering Conference & Food Exhibition. Mansurenallee 5-15, Charlottenburg 9.

Bremen

May-June. Household & Camping Fair. Ellhornstrasse 30.

Cologne

Jan. 11-14. Int'l Trade Fair for Baby Goods, Perambulators and Wickerware. Postbox 140.

Jan. 29-Feb. 2, 1964. Int'l Furniture Fair. Biennial. Postbox 140.

Feb. 15-18; Sept. 5-8; Feb. 21-24, 1964. Int'l Household Goods & Hardware Fair. Semiannual. Postbox 140.

March 16-24. Int'l Photographic & Motion Picture. Exhibition PHOTOKINA. Koeln-Deutz.

May. Electro-Medical Exhibition and German X-ray Congress. Koeln-Deutz.

June-July, 1964. Int'l Exhibition of Fire Fighting Apparatus & Safety Equipment. Messe und Ausstellungs G.m.b.H.

June 26-30. INTERZUM—Int'l Furniture, Upholstery, and Wood Processing Industries Suppliers Fair. Biennial. Postbox No. 1.

July 1965. Int'l Dental Exhibition. Borsenstrasse 8-10, Frankfurt.

Aug. 24-26. Men's Fashion Week. Postbox 140.

Sept. 21-29. General Provisions & Fine Foods Exhibition—ANUGA. Postbox 140.

Oct. Int'l Lingerie & Foundation Garments Trade Fair. Postbox 140.

Nov. Int'l Fair for Sporting Goods, Camping Requirements & Garden Furniture—SPOGA. Postbox 140.

Duesseldorf

Jan. 11-14. Garden Furniture Fair. P.O. Box 140.

March 17-20; April 17-21; Sept. 29-Oct. 1; Nov. 3-7. Sales & Fashion Week of Ladies' Outer Garments Industry—IGEDO. Messegelande.

May 12-20. Int'l Packaging & Confectionery Machinery Fair—INTERPACK. Ehrenhof 4.

Sept. Int'l Foundry Trade Fair—GIFA. Ehrenhof 4.

April 28-30; Sept. 29-Oct. 1. German Footwear Sample Display (limited to EEC member states). Semiannual. Messegelande.

Oct. 12-20. Int'l Plastics Fair. Quadrennial. Ehrenhof 4.

Oct. Int'l Congress & Exhibition of Measuring Instruments and Automation—INTERKAMA. Ehrenhof 4.

Oct. 12-20. KUNSTSTOFFE—Plastics Fair. KUNSTSTOFFE.

Nov. 27-30. Industrial Safety & Factory Hygiene Exhibition and Convention. Nordwestdeutsche Ausstellungs, G.m.b.H.

1967. Int'l Printing & Paper Fair—DRUPA. Quinquennial. Messegelande.

Essen

April. Camping Exhibition. German Fair Authority.

June. German Building Exhibition. Norberstrasse 2.

Frankfurt

Feb. 17-21; Aug. 25-29. Frankfurt Int'l Fair. General; semiannual. Festhalle.

April 25-28. Frankfurt Fur Fair. Borse, Frankfurt-am-Main.

May 21-24; Nov. 26-29. Clothing. Semiannual. Friedrich - Ebert - Anlage 57, Postbox 7726.

May. Int'l Dental Exhibition. Borse, Frankfurt-am-Main.

June 19-26. Inter-Oil Exhibition. Friedrich-Ebert-Anlage 57.

June 19-27, 1964. Congress & Exhibition of Chemical Apparatus and Equipment—ACHEMA. Triennial. Rheingau-Allee 25.

Sept. 12-22. Int'l Automobile Exhibition. 61 Westendstrasse.

Sept. 27-Oct. 4, 1964. Int'l Exposition of Laundry, Cleaning & Dyeing Trades. Hansa-Allee 16.

Sept. 1964. Int'l Cycle & Motorcycle Exhibition. Biennial. Freidrich-Ebert-Anlage 57, Postbox 7726.

Sept. 1964. Int'l Druggists Exhibition. Biennial. Friedrich-Ebert-Anlage 57.

Oct. 19-27. Int'l Trade Exhibition of Sanitary Heating Technique. Kupferschmiede und Zentraleizungsbauer, Handwerks, Meckenheimer Allee 67, Bonn.

Friedrichshafen

May. Int'l Fair of Lake Constance. Int'l. Bodensee-Messe G.m.b.H.

Hamburg

Jan. 17-21. German Boat Exhibition. German Boat Show Int'l.

March 14-20. Int'l Gastronomy Fair—INTERNORGA. Planten und Blomen Ausstellungspark der Freien und Hansestadt, Am Dammtor.

March 14-20. Hotel & Catering Exhibition. Ausstellungspark der Freien und Hansestadt, Am Dammtor.

April 26-Oct. 10. Technique in Horticulture. Ausstellungspark der Freien und Hansestadt, Am Dammtor.

Aug. 1964. Int'l Food & Delicatessen Exhibition — LEFA. Biennial. Ausstellungspark der Freien und Hansestadt, Am Dammtor.

Hannover

April 26-May 5, 1964. German Aviation Exhibition. Biennial. Kaiserplatz 8, Bonn.

April 28-May 7; April 26-May 5, 1964. German Industries Fair. General. Messegelande.

Sept. 13-20, 1964. Agricultural Show. Zimmerweg 16, Frankfurt (M).

Sept. 22-Oct. 1. European Textile Machine Exhibition. Comite European des Constructeurs de Material Textile.

Sept. 27-Oct. 6, 1964. European Machine Tool Exhibition. Messegelande.

Leipzig

March 3-12; Sept. 1-8. Leipzig Int'l Fair. General. Hainstrasse 18.

Munich

March 16-24. German Construction Machine Exhibition — BAUMA. Verein Ausstellungspark Munchen e.V., Theresienhohe 14.

April 15-May 3. Int'l Exhibition of Gastronomy and Tourism — IGAFA. Biennial. Verein Ausstellungspark Munchen e.V., Theresienhohe 14.

April 19-28. Int'l Exhibition of Tourism and Hotel Catering Trades Show. Theresienhohe 14.

April 25-28. Int'l Confectionery Exhibition — INTERCHOC. Theresienhohe 14.

May 16-26. Int'l Small Enterprise Fair. Handicrafts. Theresienhohe 14.

June 25-Oct. 3, 1965. Transport & Communications Exhibition. Verein Deutsche Verkehrs-Ausstellung, Munich e.V., Theresienhohe 14.

Sept. 18-27, 1964. Int'l Exhibition of Groceries & Fine Foods — IKOFA. Biennial. Theresienhohe 14.

Sept. 19-29. Hunting, Forest & Wood Exhibition. Theresienhohe 14.

Nuremberg

Feb. 10-15; Feb. 23-28, 1964. Int'l Toy Fair. 24, Berliner Platz.

Offenbach

Feb. 16-21; Aug. 24-29; Feb. 15-20, 1964. Int'l Leather Goods Fair. Semiannual. Kaiserstrasse 110.

Saarbrucken

March 30-April 8. Int'l Trade Fair. General. Am Schauzenberg.

Wiesbaden

March 31-April 2. Int'l Sport Articles Special Fair. Langgasse 17.

Great Britain

Birmingham

Jan. 18-26. Motorists' Fair. W. G. Appleyard, 71 Broad St.

Jan. 30-Feb. 9. Boat Show. 167 Garrison Lane, Small Heath.

Feb. 20-March 1. Hotelliers, Caterers & Catering Equipment Exhibition. 71 Broad St.

May 16-25. Foundry Exhibition. Herbert Daniel Exhibitions, Ltd., 3 Clifford St., London 1.

June. Building & Public Works Exhibition. 20 John St., Sunderland.

Blackpool

Jan. 21-24. Int'l Slipper Fair. Spencer House, South Place.

Feb. 4-8. Int'l Gifts & Fancy Goods Fair. St. Dunstan's House, Carey Lane, London E.C. 2.

Feb. 25-March 2. Northern Hotel & Catering Trades Exhibition. Jack D. Rose Exhibitions, Ltd., Bostel House, Brighton, Sussex.

April 12-20. Do-it-Yourself Exhibition. Exhibitions (Blackpool), Ltd., 93 Abingdon St.

Farnborough

Sept. Flying Display & Exhibition. 29 King St., St. James's, London.

Harrogate

Jan. 12-18. Int'l Toy Fair. Finsbury Court, London E.C. 2.

April 1-4. Exhibition of Autumn Footwear. 22 Gilbert St. London W. 1.

July 9-11. Great Yorkshire Show. Cliftonfield, Shipton Road, York.

Sept. Northern Floor Coverings Fair. Commonwealth House, 1-19 New Oxford St., London W.C. 1.

Sept. Northern Antique Dealers' Fair. Royal Hall.

Leicester

May 4-8, 1964. Shoe Trades Exhibition. Spencer House, South Place, London W.C. 2.

London

Jan. 2-12. Int'l Boat Show. 44 Great Queen St.

Jan. 8-19. National Camping & Outdoor Life Exhibition. Exhibition House, Spring St.

Jan. 14-17. Exhibition of Scientific Instruments and Apparatus. 47 Belgrave Square.

Jan. 15-18. National Confectionery Trade Exhibition. Ashley House, 53 Christ Church Ave.

Jan. 21-30 1964. Int'l Hotel & Catering Exhibition. Biennial. 623 Grand Buildings, Trafalgar Square.

Jan. 23-Feb. 2. Int'l Travel & Holiday Exhibition. Spring St.

Jan. 28-Feb. 9. British Furniture Exhibition. 17 Berners St.

Feb. 4-8. Int'l Hardware Trades Fair. 74 Holland Park.

Feb. 11-14. Int'l Industrial Lubrication Exhibition. 3 Racquet Court, Fleet St.

Feb. 25-March 1. Int'l Carpet, Linoleum & Floor Coverings Fair & Carpet Production Exhibition. Trade Fairs & Promotions, Ltd., Commonwealth House, 1-19 New Oxford St.

Feb. 25-March 1. Delicatessen Exhibition. 2 Dunraven St., Park Lane.

March 4-8. Stationery Trade Fair. 6 Wimpole St.

March 5-30. Ideal Home Exhibition. 12-15 Bouverie.

March. Electrical Engineers Exhibition. Museum House, Museum St.

April 1-5. Dairy Engineering Exhibition. 623/4 Grand Buildings, Trafalgar Square.

April 1-5. Laboratory Apparatus & Materials Exhibition. 3 Racquet Court.

April. Int'l Pipes & Pipelines Exhibition. 97 Old Brompton Road.

April 1964. Int'l Clothing Trade Exhibition. Biennial. 9 Gough Sq., Fleet St.

April 18-21. Int'l Audio Festival Fair. 42 Manchester St.

April 13-17, 1964. Int'l Compressed Air & Hydraulic Exhibition and European Fluid Power Conference. Biennial. St. Richards House, Eversholt St.

April 22-May 4. Engineering Marine Welding & Nuclear Energy Exhibition. Grand Bldgs., Trafalgar Square.

April 23-May 2. London Int'l Engineering Exhibition. 641 Grand Bldgs., Trafalgar Square.

April-May, 1964. Production Exhibition and Conference. Biennial. 33 Millbank.

May. Fuel Efficiency & Power for Industry Exhibition. City Hall, Deansgate, Manchester 3.

May 1964. Int'l Mechanical Handling Exhibition & Materials Handling Convention. Biennial. Dorset House, Stamford St.

May 13-18. International Photo Fair. Biennial. 52 Grafton Way.

May 15-18. Int'l Refrigeration & Air Conditioning Exhibition. 1 Crane Court, Fleet St.

May 20-24. Int'l Industrial Finishes Exhibition. 97 Old Brompton Road.

May 21-24. Radio & Electronics Component Show. Biennial. 9 Argyll St.

May. Footwear Components Exhibition. Commonwealth House, 1-19 New Oxford St.

May 20-25. Int'l Leather Fair. Spencer House, South Place.

May 27-31. Int'l Hospital Equipment & Medical Services Exhibition. Walmar House, 288 Regent St.

May 27-31. World Fishing Exhibition. Commercial Exhibitions, Ltd., St. Richards House, Eversholt St.

June 12-27. Antique Dealers' Fair & Exhibition. Grosvenor House, Park Lane.

June 12-22. Int'l Plastics Exhibition. Biennial. Dorset House, Stamford St.

June 17-21. Plant & Maintenance Engineering International Conference & Exhibition. Business Publications, Ltd., Mercury House, 109/119 Waterloo Road.

June. Chemical & Petroleum Engineering. Grand Building, Trafalgar Square.

June-July 1964. Int'l Machine Tool Exhibition. Quadrennial. Victoria House, Southampton Row.

June 25-July 5. Construction Equipment Exhibition. Drury House, Russell St., Drury Lane.

July 16-27. Int'l Printing Machine & Allied Trades Exhibition. Grand Buildings, Trafalgar Square.

Aug. Boy's and Girl's Exhibition. 1-19 New Oxford St.

Aug.-Sept. National Radio & Television Exhibition. 59 Russell Square.

Aug. Int'l Watch & Jewelry Trade Fair. Commonwealth House, 1-19 New Oxford St.

Aug.-Sept. 1964. British Food Fair. Biennial. 10 Mount Row.

Sept. 4-12. Int'l Packaging Exhibition. Biennial. City Hall, Deansgate, Manchester 3.

Sept. Int'l Handicrafts, Homecrafts & Hobbies Exhibition. 24 Store St.

Sept. 1964. Int'l Commercial Motor Transport Exhibition. Biennial. 148 Piccadilly.

Sept.-Oct. Heating, Ventilating & Air Conditioning Exhibition—HEVAC. 9 Argyll St.

TOKYO FAIR: The pretty Japanese girl above stands ready to explain the U.S. transportation exhibit at the last Tokyo International Trade Fair. The next show there will take place April 16-May 6, 1963.

Sept. 28-Oct. 3. Int'l Bakers & Confectioners Exhibition. 623 Grand Buildings, Trafalgar Square.

Oct. Shoes for Spring Exhibition. 22 Gilbert St.

Oct. Fashion in Footwear Exhibition. Commonwealth House, 1-19 New Oxford St.

Oct. 1-10. Gauge & Tool Exhibition. Standbrook House, Old Bond St.

Oct. 5-9, 1964. Brewing, Bottling & Allied Trades Exhibition. 623 Grand Buildings, Trafalgar Square.

Oct. Food Packaging Exhibition. 6 London St.

Oct. 16-26. Int'l Motor Exhibition. 148 Piccadilly.

Oct. Dairy Show. 17 Devonshire St.

Nov. 1964. Int'l Cycle & Motorcycle Show. Biennial. Stanley House, Eaton Road, Coventry.

Nov. 11-16. Factory Equipment Exhibition. Commonwealth House, New Oxford St.

Nov. 11-16. Engineering Materials & Design Exhibition and Conference. Commonwealth House, New Oxford St.

Nov. Public Works & Municipal Services Congress and Exhibition. 70 Victoria St.

Nov. Medical Exhibition. 194-200 Bishopsgate.

Nov. 13-27. Building Exhibition. Biennial. 11 Manchester Square.

Nov. 11-16. Industrial Photographic & TV Exhibition. Industrial & Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford St.

Dec. 2-6. Smithfield Show and Agricultural Machinery Exhibition. Forbes House, Halkin St.

Manchester

March 18-30. Brighter Homes Exhibition. City Hall, Deansgate.

Oct. Building Trades Exhibition. City Hall, Deansgate.

July. Electronics, Instruments, & Components Exhibition. 78 Show Road Rochdale, Lancashire.

May 1964. Grocers & Allied Trades Exhibition. Biennial. 393 Corn Exchange.

Nov. 11-16. Int'l Factory Equipment Exhibition. 1-19 New Oxford St.

May 1-11. International Homes Exhibition. 412 Tottington Road, Bury, Lancashire.

Oct. Int'l Knitting Machinery & Accessories. Old Colony House.

Nov. 5-16. Do-it-Yourself & Hobbies Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate.

Greece

Thessaloniki

Sept. 1-22. Int'l Fair of Thessaloniki. General. Int'l Fair of Thessaloniki.

Guatemala

Guatemala

March 2-10. Int'l Exposition. General. Guatemalan Chamber of Industry, 3ª Avenida 7-13, Zona 1.

Guinea

Conakry

April 6-26. U.S. Solo Exhibit.★ Office of Int'l Trade Promotion, U.S. Department of Commerce, Washington 25, D.C.

Honk Kong

Hong Kong

Feb. 1965. Fisheries Exhibition, 11th Floor, Li Po Chun Chamber.

Dec. 5-Jan. 8. Hong Kong Products Exhibition. 54-65 Connaught Road, Central Hong Kong.

India

New Delhi

Nov.-Jan. Indian Industries Fair. General. Federation of Indian Chambers of Commerce and Industry.

Indonesia

Djakarta

March 23-25. Int'l Exhibition of Hardware Tools, Household Appliances & Heating Equipment. Fair Management, Djakarta.

Ireland

Dublin

Jan. 14-19. Irish Hotel & Catering Trades Exhibition. Fair Management, Dublin.

May 7-11. Dublin Spring Show. General. Royal Dublin Society, Ball's Bridge.

Israel

Tel Aviv

June 16-July 7, 1964. Near East Int'l Fair. General. P.O.B. 3259.

April 20-28. Jerusalem Int'l Book Fair. 70 Jaffa St.

Italy

Ancona

June-July. Int'l Fair of Fishing & Related Industries. Ancona Chamber of Commerce.

Bari

Sept. 7-22. Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

Bologna

March. National Shoe Style Show. Fair Management, Bologna.

May. Bologna Int'l Trade Fair. General. 49 Strada Maggiore.

Bolzano

Sept. Int'l Sample Fair. General. C.P. 297, Via Roma.

Busto Arsizio

Sept. 14-23. Int'l Cotton, Artificial & Synthetic Fibers, Chemical & Textile Machinery Exhibition. 1 Via Mameli.

Florence

Jan. and July. Italian Fashion Show. Semiannual. Centro di Firenze per la Moda Italiana.

April 24-May 14. Int'l Handicraft Fair. Piazza della Liberta 1.

Sept. 16-Oct. 16. Int'l Market-Exhibit of Antiques. Fair Management, Florence.

Sept. Samples Exhibit of Footwear, Leather Goods & Leather. 9 Via Valfonda.

Genoa

Feb. 2-12. Int'l Boat Show. Viale Delle Brigate Partiglane 18.

Sept. 7-15. Int'l Aeronautics Show. Management.

Messina

Aug. Int'l Samples Fair. General. Fair Management, Messina.

Milan

Feb. Italian Leathergoods Show. Mercato Italiano della Pelletteria, Via Leopardi 14.

April 12-27. Int'l Samples Fair. General. Via Domodossola.

June 1964. Int'l Packaging Exposition. IPACK. Biennial. IPACK, Via Lanzone 4.

June and Nov. Int'l Textile Market for the Clothing Trade—MITAM. Semiannual. Galleria S. Babila 4/D.

Oct. 4-13. European Machine Tool Exhibition. 21 rue des Drapiers, Brussels, Belgium.

Oct. 1964. Italian Machine Tool Exposition. Biennial. Via Palestro 22.

Nov. 22-27. Instrumentation & Automation Exhibition and Conference (Italian manufacturers only). Fair Management, Milan.

Nov.-Dec Int'l Cycle & Motorcycle Exhibition. Via Mauro Macchi 32.

Naples

June-July. Housing, Home Furnishings & Clothing Fair. Piazzo Campi Flegrei.

Padova

May 29-June 13. Int'l Samples Fair. General. Via N. Tommaseo, 59.

Palermo

May 25-June 9. Int'l Mediterranean Fair. General. Fair Management, Palermo.

Parma

Sept. 20-30. Int'l Fair for Preserved Food & Packaging. Via Cavestro 3.

Piacenza

Sept. Int'l Hydrocarbon Exposition & National Methane Gas Exposition. Piazza Cavalli n. 35.

Rome

June. Int'l Electronic & Nuclear Energy Exhibition. Via Fontanella Borghese 23.

Trieste

June 21-July 5. Int'l Trade Fair. General. Viale Ippodromo 18.

Turin

April and October. Int'l Clothing Exhibition—SAMIA. Semiannual. Corso Massimo d'Azeglio 15.

Sept.-Oct. Int'l Technical Exposition. Via Massena 20.

Oct. 30-Nov. 10. Int'l Motor Show. Corso Galileo Ferraris 61.

Verona

March 10-18. Int'l Agricultural Fair. Palazzo del Pallone.

Vicenza

Sept. Vicenza Fair. General. 11 Mure, Porta Nuova.

Vigevano

Sept. Int'l Shoe Fair. Palazzo del Commune.

Japan

Osaka

April 1964. Osaka Int'l Trade Fair. Biennial. Oaksa Int'l Trade Fair Commission, Honmachi,-Bashi Higashi-Ku.

Sept. Merchandise Fair. 36, 2-chome Dojima Kami, Kita-Ku.

Oct. Japan Int'l Machine Tool Fair. Osaka Int'l Trade Fair Commission. Honmachibashi, Higashi-ku.

Oct. All Japan Machinery & Metal Grand Exhibition. 27 Umeda-cho, Kita-ku.

Tokyo

April 16-May 6. Tokyo Int'l Fair.★ General. c/o Economic Bureau, Tokyo Metropolitan Government, 1, 3-chome, Marunouchi, Chiyodo-ku, C.P.O. Box 1201.

Kenya

Nairobi

Sept. Royal Agriculture Show. P.O. Box 30176.

Lebanon

Beirut

June. Beirut Industrial & Commercial Exposition. P.O. Box 4792.

Libya

Tripoli

Feb. 28-March 28. Int'l Industrial Commercial & Agricultural Fair.★ General. P.O. Box 891.

Luxembourg

Luxembourg

May 23-June 2. Int'l Trade Fair. General. Halls d'Exposition.

Aug. 31-Sept. 9. Furniture Fair. Association des Patrons-Menuisiers du Grand Duche di Luxembourg, 41 rue Glesener.

Malagasy

Tananarive

Aug. 31-Sept. 22. Int'l Fair of Tamative. General. B.P. No. 868.

Malaya

Singapore

Sept. Trade & Industries Fair. General. Great World Amusement Park, Kim Seng Road.

Malta

Valletta

July 1-15. Int'l Trade Fair. General. Malta Trade Fair Corporation, Exchange Buildings.

Mexico

Mexico City

Feb.-March. National Exposition of the Animal Industry. Insurgentes Sur No. 73.

Feb. 8-28. U.S. Solo Exhibit.★ Office of International Trade Promotion, U.S. Department of Commerce, Washington 25, D.C.

Oct.-Nov. Home Products Fair. San Juan de Letran.

Nov. Samples Exposition of Mexican Wearing Apparel Industries. 2a Exhibicion de Muestras, Antonio Case No. 31.

Monterrey

April-May. Agricultural, Livestock & Industrial Fair. Apartado Postal 1852.

Morocco

Casablanca

April 25-May 12. Casablanca Int'l Fair. General. Rue Jules Mauran.

Netherlands

Amsterdam

Jan. 7-10. National Trade Fair for Hotel, Restaurant, Cafe & Associated Operations — HORECAVA. RAI—Gebow N.V., Europaplein 8.

Feb. 7-17. Int'l Automobiles Show. Biennial. Rywel - en - Automobiel-Industries, Europaplein 8.

Feb. 1964. Int'l Exhibition of Commercial Vehicles. Biennial. De Rijwiel-en-Automobiel-Industries, Europaplein 8.

March 1964. HISWA—Watersports Exposition. Biennial. Netherlands Association for Commerce & Industry of Shipbuilding and Watersports.

March 21-31. Int'l Household Fair. Huishoudbeurs, P.C. Hooftstraat 154.

April 1964. Int'l Sugar Exhibition. Triennial. Netherlands Association of Confectionery and Manufacturers, Marnixstraat 380.

May. Int'l Packaging Exhibition—MACROPAK. Biennial. Royal Netherlands Industries Fair, Vredenburg, Utrecht.

May. Efficiency Fair. RAI Gebouw N.V., Ferd. Botstraat 155.

Sept. Int'l FIRATO Exhibition—Radio, Television, and Electronics. Secretariaat F.I.A.R., Emmalaan 20.

The Hague

June Int'l Marketing & Distribution Congress. 14 Burgemeester de Monchyplein.

Sept.-Oct. Ideal Home Exhibition. Maurilskade 49.

Rotterdam

Nov. Int'l Shipbuilding, Marine Engineering & Port Equipment Exhibition. c/o N.V. Metro, Strevelsweg 700.

Utrecht

Jan. Winter Leather Goods Fair. Vredenburg Sq.

March 11-19.★-Sept. 9-17. Int'l Trade Fair. General consumer goods. Vredenburg Sq.

April. Int'l Shoe Fair. Vredenburg Sq.

Sept. ROKA Foodstuff Exhibition. 132 Nieuwe Binnenweg.

Oct. Int'l Plastics Fair—MACROPLASTIC. Royal Netherlands Industries Fair, Vredenburg Sq.

Nov. Furniture & Furnishings Trade Fair. Vereniging "Vakbeurs Meubelen en Woningtextiel".

Nov. 1964. "Machevo" Machinery & Equipment Fair. Biennial. Royal Netherlands Industries Fair.

New Zealand

Wellington

Aug. 1964. Int'l Trade Fair. General. Box 6141.

Nigeria

Lagos

Oct.-Nov. Nigerian Industrial Exhibit. General. Federal Ministry of Commerce and Industry.

Norway

Oslo

May. Norwegian Industries Fair. General. Tollbugt 2, Borsen.

May-June. Sporting Goods Fair. Torggaten 2.

May 1965. Int'l Plastics Exhibition. Festningsplassen.

June-July. Agricultural Exposition. Rosenkrantzgt 8.

Sept. Int'l Industrial Machinery Fair. 22 Rosenkrantzgaten.

Pakistan

Karachi

Oct.-Nov. Pakistan Int'l Fair. General. PR-1/29, Randal Road.

Peru

Lima

Oct. 12-27. Pacific Int'l Trade Fair. General. Biennial. Av. Nicolas de Pierola 742, Edificio Internacional 702.

Philippines

Manila

Aug. Philippine Travel Show. Philippine Society of Travel Agencies.

Poland

Poznan

June 9-23. Poznan Int'l Fair.★ General. ul. Glogowska 14.

Portugal

Lisbon

June 9-23. Int'l Trade Fair. General. Portuguese Industrial Association, Avenida de India.

Oporto

June. Int'l Textile Fair. Textiles, textile machinery and related products. Associacao Industrial Portuense, Rue de Mousinko de Silveria, 228.

Rhodesia, Nyasaland (Fed. of)

Bulawayo

April 25-May 5. Central African Trade Fair & Exhibition. General. P.O. Box 3384.

Senegal, Republic of

Dakar

April. Senegalese Industry Week. Chamber of Commerce.

South Africa, Republic of

Johannesburg

April 2-15. Rand Easter Show & Indus-

trial Exhibition. General. Showgrounds, Milner Park.

Port Elizabeth

March 15-19. National Port Elizabeth Show. General. Fair Management, Port Elizabeth.

Spain

Barcelona

June 1-20. Int'l Samples Fair.★ Palacio No. 1, Avenida de la Reina Maria Christina.

Bilboa

March 3-12. Machine Tool Fair. Apartado 468.

Aug. 11-31. Bilbao Trade Fair (a national fair). General. Apartado 468.

Elda

Sept. 1-9. Int'l Shoe Industry Fair of Elda. Fair Management, Elda.

Madrid

Feb. National Fair of Men's Fashions. Malstro Vetoria 4.

May-June 1964. Int'l Agricultural Fair. Biennial. Sindicato Nacional de la Ganaderia.

Sept.-Oct. Int'l Exhibition of Construction. Alcala, 42-Plata 5.

Murcia

March 25-April 10. Int'l Canning Fair. Feria Internacional de la Conserva y Alementacion.

Seville

April 10-May 6. National Samples Fair. General. Plaza Freumfo 7.

Valencia

Feb. March. Valencia Children's Clothing & Toy Fair. Apartado 476.

May 1-20. Int'l Samples Fair. General. Llano del Real, 2, Apartado N. 476.

Zaragoza

Oct. 2-22. Zaragoza National Samples Fair. General. 18 Pral, Don Jaime 1.

Surinam

Paramaribo

Oct. Surinam Trade Fair. General. Gravenstraat 7.

Sweden

Goteborg

March. Int'l Artificial Textiles Exhibition. Svenska Massan.

March 14-24. Swedish Boat Show. Kristellvagen 9, Hagersten.

May 10-19. Int'l Swedish Industries Fair. General. Postgiro 12484.

Sept. 2-10. Int'l Exhibit of Household Goods. Goteborg's Merchant Association, Vasagatan 52.

Nov. Int'l Plastic Fair—INTERPLAST. Ostra Torggatan 2.

Halsingborg

May 18-26. Motor and Traffic Exhibition. A. B. Halsingborg-suststallningar, Hamntorget.

May 31-June 9. Int'l Trade Fair. General. Gamla Tullhuset.

June 14-17. Engineering & Mechanics Exhibition. A. B. Halsingborg-suststallningar, Hamntorget.

Jonkoping

June 6-16. European Agricultural & Industrial Fair — ELMIA. Rosenlundshallen.

Stockholm

March 20-31. Int'l Boat Show. "Allt for Sjon" Fack, Stockholm 28.

Aug. 28-Sept. 8. St. Erik's Fair. General. Lindingovagen 16-18.

Sept. 28-Oct. 4. Technical Fair. Fair Management, Stockholm.

Oct. 18-27. Int'l Office Machine Exposition. Birger Jarlsgatan 13.

Switzerland

Basel

Feb. 16-24. Building Machine Fair. Quadrennial. Schweizer Mustermesse.

April 20-30; April 11-21, 1964. Swiss Industries Fair. General. Societe Cooperative Foire Suisse d'Echantillons.

Aug. 27-Sept. 4. IFAC—Int'l Congress for Automatic Control. Kinkelstrasse 10, Postbox 289, Zurich 35.

Sept. 2-7. INEL—Int'l Exhibition of Industrial Electronics. Fair Management, Basel.

Oct. ILMAC—Int'l Congress & Exhibition of Laboratory Measurement & Automation Techniques in Chemistry. Schweizer Mustermesse.

Geneva

March 14-24. Int'l Automobile Show. 1 Place du Lac.

Oct.-Nov. Ideal Home Exhibition. 1 rue du Temple Case Postale.

Lausanne

Sept. Swiss National Autumn Fair. 7 Avenue Benjamin-Constant.

Montreux

April-May. Int'l Television Equipment Trade Fair. Int'l Telecommunication Union, Montrose.

Zurich

May. HILSA Exhibition—Heating, Insulation, Air Conditioning, Sanitary & Automation. Nordstrasse 20.

June-July. ESPA—Int'l Bakery Confectionery Show. Nordstrasse 20.

Feb.-March. Int'l Cycle & Motor Show. Nordstrasse 20.

Sept.-Oct. Swiss Import Exhibition. Nordstrasse 20.

Syrian Arab Republic

Damascus

Aug. 20-Sept. 24. Damascus Int'l Fair. General. 187 Baghdad Ave.

Tunisia

Tunis

Oct.-Nov. Tunis Int'l Trade Fair. General. Avenue Mohamed V.

Turkey

Izmir

Aug. 20-Sept. 20. Izmir Int'l Fair. General. Kulturpark.

United Arab Republic

Cairo

Nov. 1964. Cairo Int'l Fair. General. Ministry of Economy.

Uruguay

Montevideo

Dec. 1-Jan. 15. Fourth Int'l Electronic Exposition. Calle Colonia, 1013 Piso 9.

West Indies

Barbados

March 1964. Caribbean Exhibition. General. Barbados Junior Chamber of Commerce, Bridgetown, Barbados, W.I.

Yugoslavia

Belgrade

May 24-June 2. Int'l Technica & Technical Achievements Fair. Bd. Vojvode Musica 14.

June. Int'l Chemical Exhibition. Bulevar Vojvode Misica 16.

Oct. Fashion in the World Clothing Fair. Beograd Bulevar Vojvode Misica 14.

Leskovac

July 6-14. Int'l Textiles & Textile Machinery Fair. Leskovac, Bore Slankovica, Street No. 5.

Ljubljana

Sept. Int'l Wine Fair. Titova 50.

Oct. Int'l Fair of Modern Electronics. Titova 50.

Novi Sad

May 12-19. Int'l Agricultural Fair. Hajduk Veljkova 11.

Zagreb

April 12-21; Sept. 7-22. Int'l Trade Fair. General, semiannual. 25 Savska cesta.

United States

The managements of the fairs listed in the U.S. section have indicated to the Department of Commerce that they expect foreign buyers or are making major efforts to attract them.

1962

December

6-9. Commercial Laundry & Dry Cleaning Machinery, Supplies and Affiliated Lines, **Miami Beach.** 1180 Raymond Blvd., Newark 2, N.J.

11-13. Agricultural Engineering Exposition, **Chicago.** Shea Expositions Corp., One Gateway Center, Pittsburgh, Pa.

12-16. Home Builders Convention & Exposition, **Chicago, Ill.** 140 South Dearborn St., Chicago 3, Ill.

26-31. Exposition of Science & Industry, **Philadelphia.** 1515 Massachusetts Avenue, NW., Washington 5, D.C.

1963

January

Jan. 1-Dec. 31. West Virginia Centennial 1963, Statewide. 1608 Kanawha Blvd., East, Charleston 5, W.Va.

6-9. Miami China, Glass, Gift, Jewelry, and Stationery Show, **Miami.** Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

7-18. International Home Furnishings Market, **Chicago.** 666 Lake Shore Drive, Chicago, Ill.

9-20. National Motor Boat Show, **New York.** 420 Lexington Ave., New York 17, N.Y.

12-16. National Automobile Dealers, Equipment Exhibition, **Miami Beach.** 2000 K Street NW., Washington 6, D.C.

12-20. Toledo Automobile Show, **Toledo.** 1 Main St., Toledo 5, Ohio.

13-17. Independent Housewares Fair, **Chicago.** 8 South Dearborn St., Chicago 3, Ill.

13-18. National Glass & China Show, **Chicago.** Shea Expositions Inc., One Gateway Center, Pittsburgh 22, Pa.

13-18. New York Lamp & Home Furnishing, Accessories Show, **New York.** 220 5th Ave., New York 1, N.Y.

14-18. National Housewares Exhibit, **Chicago.** 1130 Merchandise Mart, Chicago 54, Ill.

14-18. Society of Automotive Engineers Automotive Engineering Congress and Exposition, **Detroit.** 485 Lexington Ave., New York 17, N.Y.

17-26. California Gift Show, **Los Angeles.** 3510 Council St., Los Angeles, Calif.

19-26. New England Sportsmen's Show, **Boston.** 250 Boylston St., Boston 16, Mass.

20-23. Washington Gift Show, **Washington, D.C.** Little Brothers Shows, Inc., 220 5th Ave., New York 1, N.Y.

20-23. The Canners Show, **Chicago.** 7758 Wisconsin Ave., Washington 14, D.C.

20-24. National Sporting Goods Association, **Chicago.** 716 Rush St., Chicago 11, Ill.

26-29. International Sign Association, **Philadelphia.** 182 S.E. Severin Road, Port Charlotte, Fla.

Jan. 26-Feb. 3. Mid-America Boat Show, **Cleveland.** The Cleveland Press, Cleveland, Ohio.

28-31. National Plant Maintenance & Engineering Show, **Chicago.** Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

28-31. National Auto Accessories Exposition, **New York.** 1 Bala Road, Bala Cynwyd, Pa.

28-31. Electrical Engineering Exhibition, **New York.** 117 South 17th St., Philadelphia, Pa.

February

1-10. San Francisco National Sports & Boat Show, **San Francisco.** 325 Pacific Ave., San Francisco 11, Calif.

3-6. Los Angeles Intimate Apparel Show, **Los Angeles.** 3510 Council St., Los Angeles 4, Calif.

3-8. National Notion & Novelty Show, **New York.** Hotel Statler Hilton, Room 122, New York 1, N.Y.

8-10. Pacific Electronic Trade Show, **Los Angeles.** 2216 S. Hill St., Los Angeles 7, Calif.

9-11. Auto Trim Show, **New York.** 129 Broadway, Lynbrook, Long Island, N.Y.

10-12. Gift, China, Glass & Stationery Show, **Memphis.** Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

11-14. Int'l Heating & Air-Conditioning Exposition, **New York.** 480 Lexington Ave., New York, N.Y.

13-16. Int'l Automotive Service Industries Show, **Philadelphia.** 28 East Jackson Blvd., Chicago 4, Ill.

15-20. Miami International Boat Show, **Miami.** 1333 S. Miami Ave., Miami 32, Fla.

15-24. Home & Outdoor Living Show, **Washington, D.C.** 2101 K St. NW., Washington 7, D.C.

17-19. New England Hardware-Housewares Show, **Boston.** 665 Boylston St., Boston 16, Mass.

17-21. Allied Gift & Jewelry Show, **Dallas.** Allied Exhibitors, Inc., 3832 Wilshire Blvd., Los Angeles 5, Calif.

March

2-10. Chicago National Boat Show, **Chicago.** 307 N. Michigan Ave., Chicago, Ill.

3-5. Institute of Appliance Manufacturers, Annual Convention and Exhibit, **Cincinnati.** 2000 K St. NW., Washington, D.C.

3-6. Denver Gift & Jewelry Show, **Denver.** 3510 Council St., Los Angeles 4, Calif.

3-7. Detroit Gift Show, **Detroit.** 1st National Bank Bldg., Zanesville, Ohio

6-12. New England Home Show, **Boston.** 250 Boylston St., Boston 16, Mass.

9-17. International Flower Show, **New York.** 157 West 58th St., New York 19, N.Y.

10-13. Minneapolis Gift & Jewelry Show, **Minneapolis.** Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

10-14. Variety Merchandise Fair, **New York.** 12 West 72d St., New York 23, N.Y.

10-15. International Toy & Trade Fair, **New York.** Int'l Trade Shows, 545 Fifth Ave., New York 17, N.Y.

11-16. American Toy Fair, **New York.** 200 Fifth Ave., New York 10, N.Y.

14-16. Home Improvement Products Show, **New York.** 331 Madison Ave., New York, N.Y.

15-24. Builders Show, **Minneapolis.** 1441 NW. Bank Bldg., Minneapolis, Minn.

15-24. Int'l Sports, Vacation & Travel Show, **Los Angeles.** 3443 South Hill St., Los Angeles 7, Calif.

16-21. Philadelphia Gift Show, **Philadelphia.** 200 Fifth Ave., New York, N.Y.

17-20. International Beauty Show, **New York.** 16 W. 46th St., New York 18, N.Y.

17-21. Allied Beverage Industry & Suppliers, Trade Show, **New York.** 1780 Broadway, Room 610, New York, N.Y.

18-22. Western Metals Exposition & Congress, **Los Angeles.** Metals Park, Ohio

20-22. Independent Housewares Fair, **Miami Beach.** 8 South Dearborn St., Chicago 3, Ill.

EXAMINE ROPE AT POZNAN FAIR: Visitors to the 31st International Trade Fair in Poznan, Poland, are shown above examining rope made by a Louisville, Ky., firm, one of more than 90 U.S. companies who took part in the fair there last June. Nearly 500,000 persons visited the permanent American pavilion to view the demonstrations and displays of U.S. products and processes. Theme of the U.S. exhibit was "Expanding Industry Serving the Consumer." The U.S. will appear for the seventh consecutive year next June 9-23 at the annual exposition. Interested American companies have been urged to take part.

21-23. Pacific Automotive Show, **Las Vegas.** 714 W. Olympic St., Los Angeles 15, Calif.

22-24. International Stamp Show, **New York.** 17 East 45th St., New York 17, N.Y.

25-28. American Bottled Water Association Trade Show, **Miami Beach.** One Gateway Center, Pittsburgh 22, Pa.

26-28. Detroit Business Show, **Detroit.** 817 Penobscot Bldg., Detroit 26, Mich.

Mar. 30-Apr. 7. Garden and Home Show, **Denver.** 502 Mining Exchange Bldg., Denver 2, Colo.

April

2-4. Progress in Electrical-Electronic Equipment Exhibition, **St. Louis.** 1221 Locust St., St. Louis 3, Mo.

9-11. Western Safety Congress & Exhibits, **Los Angeles.** 3388 W. 8th St., Los Angeles 5, Calif.

13-21. Chicago International Home Show, **Chicago.** 116 S. Michigan Ave., Chicago, Ill.

13-21. International Automobile Show, **New York.** 331 Madison Ave., New York 17, N.Y.

17-21. International Photography Fair, **New York.** 331 Madison Ave., New York 17, N.Y.

19-28. Philadelphia Travel & Vacation Show, **Philadelphia.** 845 N. Broad St., Philadelphia, Pa.

20-28. California Spring Home & Garden Show, **Oakland.** 920 Follon St., Oakland 7, Calif.

22-24. National Packaging Exposition, **Chicago.** Clapp & Poliak, 341 Madison Ave., New York 17, N.Y.

25-28. Southwest Automotive Show, **Houston.** 1845 Levee St., Dallas, Tex.

27-May 4. North Carolina Int'l Trade Fair, **Charlotte.** P.O. Box 20308, Charlotte, N.C.

28-May 2. National Shoe Fair of America, **New York.** 210 Lincoln St., Boston 11, Mass.

29-May 3. Knitting Arts Exhibition, **Atlantic City.** 10 East 40th St., New York 16, N.Y.

29-May 3. ASTE Tool Show, **Chicago.** 10700 Puritan Ave., Detroit 38, Mich.

May

1-3. Midwest Industrial Design & Engineering Show, **Indianapolis.** Room 212A, Marott Hotel, Indianapolis, Ind.

5-8. Int'l Super Market Exhibition, **Chicago.** 500 North Dearborn St., Chicago 10, Ill.

5-9. National Association of Men's Sportswear Buyers, **New York.** 350 Fifth Ave., New York, N.Y.

9-12. National Office Furniture Association Convention-Exhibit, **New York.** 327 South LaSalle St., Chicago 4, Ill.

9-19. Washington State Int'l Trade Fair, **Seattle.** 215 Columbia St., Seattle, Wash.

17-26. Long Beach/Los Angeles Int'l Trade Fair, **Long Beach.** 406 South Main St., Los Angeles, Calif.

19-23. Confectionery Industries Exposition, **Washington, D.C.** 36 S. Wabash Ave., Chicago 3, Ill.

20-22. Electronic Parts Distributors Show, **Chicago.** 11 S. LaSalle St., Chicago, Ill.

20-23. Design Engineering Show, **New York.** Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N.Y.

20-23. National Restaurant Show, **Chicago.** 1530 N. Lake Shore Drive, Chicago 10, Ill.

25-31. Great Western Dairy Show, **Los Angeles.** 2120 S. Eastern Ave., Los Angeles 22, Calif.

28-June 1. National Plumbing & Heating Exposition, **Chicago.** 1016 20th St., NW., Washington 6, D.C.

June

2-6. Int'l Office Exposition, **Pittsburgh.** 1927 York Road, Willow Grove, Pa.

4-6. American Society for Metals Regional Conference & Exhibition, **Milwaukee.** Metals Park, Ohio.

4-6. Material Handling Institute Midwest Show, **Chicago.** Shea Expositions Corporations, One Gateway Center, Pittsburgh 22, Pa.

9-12. Int'l Book Exhibit, **Washington, D.C.** 175 5th Ave., New York 10, N.Y.

13-23. Los Angeles Home Show, **Los Angeles.** 6399 Wilshire Blvd., Los Angeles 48, Calif.

16-20. National Association of Retail Grocers Convention and Exhibit, **Detroit.** 360 N. Michigan Ave., Chicago 1, Ill.

17-27. Int'l Home Furnishings Market, **Chicago.** 666 Lake Shore Drive, Chicago 11, Ill.

19-July 7. Chicago Int'l Trade Fair, **Chicago.** 30 West Monroe St., Chicago, Ill.

21-26. American Society for Testing Materials, **Chicago.** 1916 Race St., Philadelphia, Pa.

23-26. Industrial Advertising Exposition, **Dallas.** 4427 Dalmation St., Houston 45, Tex.

23-26. National Office Machine Dealers Association, **Chicago.** 1542 Hillhurst Ave., Los Angeles 27, Calif.

23-29. New York Lamp & Home Furnishing Accessories Show, **New York.** 220 5th Ave., New York 1, N.Y.

July

7-11. Independent Housewares Fair, **Chicago.** 8 South Dearborn St., Chicago 3, Ill.

15-19. National Housewares Exhibit, **Chicago.** 1130 Merchandise Mart, Chicago 54, Ill.

19-26. California Gift Show, **Los Angeles.** 3510 Council St., Los Angeles 4, Calif.

20-23. Southern Jewelry Show, **Atlanta.** 631 Cander Bldg., Atlanta, Ga.

21-24. Gift & Jewelry Show, **New Orleans.** Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

21-24. Washington Gift Show, **Washington, D.C.** 220 5th Ave., New York 1, N.Y.

August

5-9. National Notion & Novelty Show, **New York.** Hotel Statler Hilton, Room 122, New York 1, N.Y.

11-14. Gift, China, Glass & Stationery Show, **Memphis.** 6 E. Monroe St., Chicago 3, Ill.

17-21. Houston Comestic & Gift Show, **Houston.** 625 Wilson Bldg., Dallas 1, Tex.

20-23. Western Electronic Show & Convention, **San Francisco.** 1435 S. La Cienega Blvd., Los Angeles 35, Calif.

28-Sept. 8. California State Fair & Exposition, **Sacramento.** Box 2036, Sacramento, Calif.

September

1-5. Detroit Gift Show, **Detroit.** 1st National Bank Bldg., Zanesville, Ohio.

1-5. Allied Gift & Jewelry Show, **Dallas.** Allied Exhibitors, Inc., 3832 Wilshire Blvd., Los Angeles 5, Calif.

6-14. Kentucky State Fair, **Louisville.** P.O. Box 17067, Louisville 17, Ky.

8-11. Miami China, Glass, Gift, Jewelry & Stationery Show, **Miami.** Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

9-12. New York Premium Show, **New York.** 12 West 72d St., New York 23, N.Y.

14-22. Eastern States Exposition, **Springfield.** 1305 Memorial Ave., West Springfield, Mass.

18-22. Aerospace Panorama, **Detroit.** 1901 Pennsylvania Avenue NW., Washington 6, D.C.

20-29. Houston Int'l Trade & Travel Fair, **Houston.** Shamrock Hilton, Suite 333, Houston, Tex.

21-28. Oklahoma State Fair, **Oklahoma City.** P.O. Box 5026, Oklahoma City, Okla.

22-24. Phoenix Gift & Jewelry Show, **Phoenix.** 3510 Council St., Los Angeles 4, Calif.

23-26. American Hospital Association Exhibition, **New York.** 840 N. Lakeshore Drive, Chicago 11, Ill.

23-25. American Meat Institute Convention and Exhibition, **Chicago.** 59 E. Van Buren St., Chicago 5, Ill.

28-Oct. 5. National Dairy Cattle Congress. **Waterloo.** Box 298, Waterloo, Iowa.

October

1-3. Int'l Film Festival of New York, **New York.** 17 E. 45th St., New York, N.Y.

1-3. Electrical Progress Show, **Philadelphia.** 17th Street at Sansom, Philadelphia 3, Pa.

1-4. Packaging Machinery Manufacturers Institute Show, **Atlantic City.** 480 Lexington Ave., New York 17, N.Y.

1-5. Heart O'Texas Fair, **Waco.** P.O. Box 7581, Waco, Tex.

1-6. Toledo Food Show, **Toledo.** 1 Main St., Toledo 5, Ohio.

1-7. Western Building Industries Exposition, **Los Angeles.** 2216 South Hill St., Los Angeles 7, Calif.

5-9. National Stationery & Office Equipment Show, **Chicago.** 740 Investment Bldg., Washington 5, D.C.

5-20. Texas Int'l Trade Fair, **Dallas.** P.O. Box 7755, Dallas 26, Tex.

9-13. San Francisco Home Show, **San Francisco.** 456 Fulton St., San Francisco, Calif.

13-16. National Shoe Fair of America, **Chicago.** Sheraton-Atlantic Hotel, New York, N.Y.

13-16. Holiday Packaging & Decantet Exposition, **New York.** 1780 Broadway, New York, N.Y.

14-17. American Dental Association, **Atlantic City.** 222 E. Superior St., Chicago, Ill.

20-22. Brewers Association of America, **Chicago.** 541 W. Randolph St., Chicago 6, Ill.

20-24. International Taxicab Show, **Las Vegas.** 4415 N. California Ave., Chicago 25, Ill.

21-25. National Exposition of the American Society for Metals, **Cleveland.** Metals Park, Ohio.

21-25. Meeting & Technical Congress of the American Society for Metals, **Cleveland.** Metals Park, Ohio.

22-24. Material Handling Institute Southwest Show, **Atlanta.** One Gateway Center, Pittsburgh 22, Pa.

24-29. Int'l Foreign & Sports Car Show of Boston, **Boston.** 250 Boylston St., Boston 16, Mass.

27-30. National Outerwear & Sportswear Show, **New York.** 347 Fifth Ave., New York 16, N.Y.

28-30. National Electronics Conference & Exhibit, **Chicago.** 2533 N. Ashland Ave., Chicago, Ill.

28-Nov. 1. National Safety Congress & Exposition, **Chicago.** 425 N. Michigan Ave., Chicago 11, Ill.

28-Nov. 1. Business Equipment Exposition, **New York.** 235 E. 42d St., New York 17, N.Y.

November

2-5. Building Materials Exposition, **Chicago.** Suite # 302, Ring Bldg., Washington 6, D.C.

4-6. Northeast Electronics Research and Engineering Meeting, **Boston.** Box 324, Waltham 54, Mass.

10-13. Int'l Association of Clothing Designers, **Philadelphia.** 12 S. 12th St., Philadelphia 7, Pa.

10-13. Produce Packaging Exposition, **Chicago.** P.O. Box 29, Newark, Del.

11-15. National Hotel Exposition, **New York.** 141 West 51st St., New York 19, N.Y.

17-20. National Convention & Outdoor Suppliers' Exhibit, **Detroit.** 24 West Erie St., Chicago 10, Ill.

17-21. American Bottlers Convention, **Dallas.** 1128 16th St., NW., Washington 6, D.C.

18-21. Atom Fair, **New York,** 850 Third Ave., New York 22, N.Y.

18-22. National Plastics Exposition, **Chicago.** Clapp & Poliak, 341 Madison Ave., New York 17, N.Y.

19-21. Int'l Automation Exposition Congress, **Philadelphia.** 845 Ridge Ave., Pittsburgh 12, Pa.

29-Dec. 4. Electrical & Home Appliance Show, **San Diego.** 861 Sixth Ave., San Diego, Calif.

December

1-5. National Shoe Fair of America, **New York.** 210 Lincoln St., Boston 11, Mass.

2-6. Exposition of Chemical Industries, **New York.** 480 Lexington Ave., New York 17, N.Y.

11-13. Agricultural Engineering Exposition, **Chicago.** One Gateway Center, Pittsburgh, Pa.

11-15. Home Builders Convention & Exposition, **Chicago.** 140 South Dearborn St., Chicago 3, Ill.

26-30. Annual Exposition of Science & Industry, **Milwaukee.** 1515 Massachusetts Avenue, NW., Washington 5, D.C.

1964

January

5-8. Miami China, Glass, Gift, Jewelry & Stationery Show, **Miami.** Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

13-17. Society of Automotive Engineers Automotive Engineering Congress & Exposition, **Detroit.** 485 Lexington Ave., New York 17, N.Y.

19-22. Washington Gift Show, **Washington, D.C.** 220 5th Ave., New York 1, N.Y.

20-24. Air-Conditioning, Heating & Refrigeration Industry, **Chicago.** 1346 Connecticut Ave., NW., Washington 6, D.C.

27-30. National Auto Accessories Exposition, **Chicago.** 1 Bala Road, Bala Cynwyd, Pa.

27-30. Int'l Sign Association, **Miami.** 182 S.E. Severin Road, Port Charlotte, Fla.

February

1-5. National Automobile Dealers Equipment Exhibit, **Detroit.** 2000 K St., NW., Washington 6, D.C.

2-5. The Canners Show, **Dallas.** 7758 Wisconsin Ave., Bethesda, Md.

9-11. Memphis Gift, China, Glass & Stationery Show, **Memphis.** 6 E. Monroe St., Chicago 3, Ill.

16-20. Allied Gift & Jewelry Show, **Dallas.** 3832 Wilshire Blvd., Los Angeles 5, Calif.

20-23. Pacific Automotive Show, **San Francisco.** 714 W. Olympic St., Los Angeles 15, Calif.

21-Mar. 1. Int'l Sports, Vacation & Travel Show, **Los Angeles.** 3443 South Hill St., Los Angeles 7, Calif.

24-28. National Sand & Gravel Exhibit, **Chicago,** 1411 K St., NW., Washington, D.C.

March

1-3. Institute of Appliance Manufacturers Annual Convention and Exhibit, **Cincinnati.** 2000 K St., NW., Washington 6, D.C.

4-11. National Antiques Show, **New York.** 97 Duane St., New York 7, N.Y.

8-12. Variety Merchandise Fair, **New York.** 12 West 72d St., New York 23, N.Y.

9-14. American Toy Fair, **New York.** 200 Fifth Ave., New York 10, N.Y.

14-18. Int'l Beauty Show, **New York.** 16 W. 46th St., New York 18, N.Y.

22-26. Philadelphia Gift Show, **Philadelphia.** 220 Fifth Ave., New York 1, N.Y.

April

6-9. Design Engineering Show, **Chicago.** Clapp & Poliak, 341 Madison Ave., New York 17, N.Y.

20-23. National Packaging Exposition, **New York.** Clapp & Poliak, 341 Madison Ave., New York 17, N.Y.

22-Oct. 18. New York World's Fair, **New York.** Box 270, Flushing Meadow Park, Flushing 52, N.Y.

25-30. National Shoe Fair of America, **New York.** 210 Lincoln St., Boston 11, Mass.

May

10-13. Int'l Super Market Exhibition, **Chicago.** 500 North Dearborn St., Chicago 10, Ill.

11-14. American Mining Congress, **Cleveland.** 1102 Ring Bldg., Washington 6, D.C.

17-20. National Office Machine Dealers Association, **St. Louis.** 1542 Hillhurst Ave., Los Angeles 27, Calif.

21-24. National Office Furniture Association Convention-Exhibit, **New York.** 327 South LaSalle St., Chicago 4, Ill.

24-28. Industrial Advertising Exposition, **Philadelphia.** 4427 Dalmation St., Houston 45, Tex.

25-28. National Restaurant Show, **Chicago.** 1530 N. Lake Shore Drive, Chicago 10, Ill.

June

7-10. Int'l Book Exhibit, **Washington, D.C.** 175 5th Ave., New York 10, N.Y.

7-11. Confectionery Industries Exposition, **New York.** 36 S. Wabash Ave., Chicago 3, Ill.

21-25. National Association of Retail Grocers Convention-Exhibit, **Miami Beach.** 360 N. Michigan Ave., Chicago, Ill.

22-25. National Plumbing & Heating Exposition, **Philadelphia.** 1016 20th St., NW., Washington 6, D.C.

July

19-22. Washington Gift Show, **Washington, D.C.** 220 5th Ave., New York 1, N.Y.

26-29. New Orleans Gift & Jewelry Show, **New Orleans.** 6 E. Monroe St., Chicago 3, Ill.

August

15-19. Houston Cosmetic & Gift Show, **Houston.** 625 Wilson Bldg., Dallas 1, Tex.

25-28. Western Electronic Show & Convention, **Los Angeles.** 1435 S. La Cienega Blvd., Los Angeles 35, Calif.

September

1-4. National Chemical Exposition, **Chicago.** 86 East Randolph St., Chicago 1, Ill.

3-13. California State Fair & Exposition, **Sacramento.** Box 2036, Sacramento, Calif.

6-9. Miami China, Glass, Gift, Jewelry & Stationery Show, **Miami.** Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

6-10. Allied Gift & Jewelry Show, **Dallas.** 3832 Wilshire Blvd., Los Angeles 5, Calif.

11-19. Kentucky State Fair, **Louisville.** P.O. Box 17067, Louisville 17, Ky.

26-30. National Stationery & Office Equipment Show, **Chicago.** 740 Investment Bldg., Washington 5, D.C.

26-Oct. 3. Oklahoma State Fair, **Oklahoma City.** P.O. Box 5026, Oklahoma City, Okla.

28-30. Int'l Film Festival of New York, **New York.** 17 E. 45th St., New York, N.Y.

29-Oct. 3. Heart O'Texas Fair, **Waco.** P.O. Box 7581, Waco, Tex.

October

10-25. Texas Int'l Trade Fair, **Dallas.** P.O. Box 7755, Dallas 26, Tex.

11-14. National Shoe Fair of America, **Chicago.** Sheraton-Atlantic Hotel, New York, N.Y.

12-14. National Electronics Conference & Exhibit, **Chicago.** 2533 N. Ashland Ave., Chicago, Ill.

19-23. National Exposition of the American Society for Metals, **Philadelphia.** Metals Park, Ohio.

19-23. Meeting & Technical Congress of the American Society for Metals, **Philadelphia.** Metals Park, Ohio.

19-24. Business Equipment Exposition, **Los Angeles.** 235 E. 42d St., New York 17, N.Y.

November

4-6. Northeast Electronics Research & Engineering Meeting, **Boston.** Box 234, Waltham 54, Mass.

9-12. American Dental Association, **San Francisco.** 222 E. Superior St., Chicago, Ill.

15-18. Building Materials Exposition, **Dallas.** Suite # 302 Ring Bldg., Washington 6, D.C.

30-Dec. 4. Atom Fair, **San Francisco.** 850 Third Ave., New York 22, N.Y.

December

6-10. Home Builders Convention & Exposition, **Chicago.** 140 South Dearborn St., Chicago 3, Ill.

Interest of U.S. exporters in Swedish textile market picks up; buyers responsive

Opportunity to sell nearly $100 million worth of textiles, textile products seen in next three years

By GUSTAV E. LARSON
Commercial Attache, Stockholm

U.S. exporters of textiles and textile products are showing more than ordinary interest in the Swedish textile market.

Tore G. Sergenius, executive secretary of the Swedish Textile Wholesalers Association (Textilgrossisternas Riksforbund, Regeringsgatan 5, Stockholm), and the Embassy have recently noted a sharp increase in U.S. inquiries about the market. More U.S. firms are calling directly on Swedish buyers with samples and price-lists. One firm recently completely surprised Swedish buyers by quoting c.i.f. prices in kronor.

Another U.S. firm following contact of Swedish buyers reported "fantastic interest" in U.S. textile products—particularly in blue jeans, shirts, and medium-priced sportswear. The firms concluded that U.S. textile exporters are being received with "open arms" and that U.S. firms should come in and take advantage of Sweden's neglected growing market.

Although such enthusiasm may be overly optimistic, this interest comes at a time when the Swedish market for textiles and textile products is definitely growing and prospects for U.S. exporters are promising. Since 1959 the average Swede has increased his textile and textile product expenditures from $100 to $120 a year. Swedish textile and textile product consumption in 1961 was valued at more than $907 million; by 1965 it is expected to be more than a billion dollars. (Textiles and textile products include fibers, yarns, and manufactured products including clothing.)

$100 million through 1965

What opportunities does the Swedish textile and textile products market offer U.S. exporters over the next 3 years? In view of the expected growth of consumption of textiles and textile products in Sweden through 1965, the low level of tariffs, and the absence of quota restrictions, American exporters—assuming they retain their present relative position in the market—would appear to have the opportunity to sell textiles and textile products valued at nearly $100 million through 1965.

How well have U.S. exporters done in the Swedish market in recent years? In dollar volume, U.S. exporters expanded sales in Sweden from $14.2 million in 1959 to $27.5 million in 1961, nearly 100%. This rate was nearly four times greater than the rate of increase in all imports of textiles and textile products to Sweden (26%) and represented nearly 10% of Swedish imports of textiles and textile products.

The United States registered sharp increases during 1959-61 in exports to Sweden in some categories of textiles and textile products. During this period U.S. exports of apparel and clothing to Sweden increased by seven times and U.S. fiber and fiber waste exports, by 153%.

The share of the Swedish textiles and textile products market supplied by the United States in three important categories, 1959-61, is as follows (by value in percent):

	1959	1960	1961
Textile fibers and fiber waste	17.6	28.6	33.4
Yarns, fabrics, and other textile manufactures, except clothing	5.0	4.4	4.6
Apparel and clothing	0.9	3.6	4.5

In several import categories, U.S. exporters enjoy too small a share of the Swedish market: In 1961, cotton fabrics, 1%; apparel and clothing, 4.5%; and synthetic dress fabrics, 1.6%. The same year, the European Communist bloc and Communist China supplied more than 1,300 metric tons of popular cotton fabrics to the Swedish market—nearly ten times the amount supplied by the United States.

The view that U.S. exports of textiles and textile products to Sweden could be increased is expressed by many Swedish buyers. The Swedish Textile Wholesalers Association not only believes that exports could be substantially raised but is prepared to give assistance to U.S. firms in expanding sales here.

Buyers list items

Swedish buyers polled by the Embassy asked assistance in making contact with U.S. exporters. The buyers believed that current and near future export possibilities could be found in:

- Synthetic yarns and fabrics, of top interest;
- Cotton cloth: Printed cotton cloth always of interest but patterns are sometimes too bright for Swedish tastes.
- Cotton sheetings: Ready-made sheets sell well but interest in cotton sheetings continues; cotton sheets should be made in the Swedish sizes—about 105" x 65".
- Pillow cases: Market excellent but Swedish sizes needed.
- Raw cotton and cotton waste: United States is probably the leading supplier.
- Blue cotton twill: Now manufactured in Sweden but U.S. products continue to enjoy good sales.
- Denim: Used in jeans—a large seller; U.S. denim preferred because of high quality.
- Sports and leisure clothes: United States pioneered this line and is a leading supplier; market large.
- Ladies' knit outerwear: A big seller for many years; U.S. quality superior and leads in sales; Swedish mills are now buying yarns and will start knitting.
- Foundation garments: Excellent growing market.

Buyers generally reported increasing interest in U.S. textile products, and said that buying periods are different in Sweden than in the United States and that U.S. suppliers must follow Swedish periods if they wish to compete with European suppliers.

Visit the market

Mr. Sergenius feels that many Swedes in recent years have learned to like U.S. styles and quality. Moving pictures, TV, and an increasing knowledge and appreciation of U.S. fashion through greater tourist and business travel to the United States promote this development. But he strongly stresses that American firms who wish to enter the Swedish market must first visit Sweden to study competition,

JOINT APPRAISAL: Tore G. Sergenius, executive secretary, Swedish Textile Wholesalers Association, and Gustav E. Larson, commercial attache, discuss Swedish market for U.S. textiles and products.

prices, styles, and material preferences.

"Foreign exporters, contemplating an attempt to enter here with their goods, should be urged to come here and get in touch with the import trade and study the market," he says. "It cannot be emphasized enough how important this is. Experience shows that foreign exporters, who have personally belaboured the Swedish market and actually in various respects adapted themselves to its demands, have reached better sales results than such enterprises which have more haphazardly tried to sell their goods here.

"And with a 'personal belabouring' I do not mean that foreign sales managers should come over here just to set the selling in motion and thereafter leave it to run the best it can of itself. No, preferably one would thoroughly acquaint himself with market conditions and get a clear picture of whether sales are possible, under which production-technical preconditions, and how sales are to be organized."

Also citing this "selling must," a leading Swedish variety store chain cited an example of a U.S. firm which failed to sell girls' dresses to them because patterns and designs were not suited to Swedish tastes and landed prices were too high. An on-the-spot market study prior to contact with Swedish buyers might have resulted in considerable sales. Well designed girls' dresses of cotton and synthetic fabrics at popular prices would, according to the trade, sell well in Sweden.

Einar Kördel, executive manager, Federation of Swedish Wholesale Merchants and Importers, has sound and practical advice for U.S. exporters who want to sell in Sweden. Mr. Kördel states:

"But most important is that foreign exporters on the whole are aware that Sweden is an exacting market in every respect, but also a market which it is profitable to work on, even though it might involve a good deal of work—particularly at the beginning, adapting the manufacturing to meet Swedish desires, etc. In many cases, making an effort to enter the market is certain to pay—once you have a foothold here and play your hand right, then there is a good possibility that you will remain on the market. The Swedish consumer, you see, is regarded as being a faithful buyer."

Distribution, Purchasing

The textile industry in Sweden is well organized at manufacturing, wholesale, and retail levels. About half of the wholesale trade in textiles and textile products comprises Swedish-made textiles, while the other half consists of textile imports through wholesale channels. The wholesale trade covers from 60 to 70% of Sweden's total consumption of textiles (with exception of heavier kinds of ready-made clothing and fabrics for technical use). The Joint Purchasing Organization of Textile Wholesalers (Textilgrossisternas AB.), Kammakargatan 38, Stockholm, is the purchasing organization which buys for wholesalers who belong to the Swedish Textile Wholesalers' Association.

At the retail level, the 4,500 textile retail stores which belong to the Swedish Textile Retailers Federation (Sveriges Textilhandlareforbund), Master Samuelsgatan 22, Stockholm, account for about half the annual retail turnover in textile products.

Chain department stores, which handle about 12% of total Swedish retail trade in textiles—include: EPA AB, operated by AB Turitz & Co. of Goteborg; TEMPO stores, which belong to the Swedish firm Ahlen & Holm AB, Ringvägen 100, Stockholm; and DOMUS stores, operated by Kooperative Förbundet (Cooperative Union), Stockholm. In view of the planned expansion of chain store activities, sales of textiles and textile products through these channels are expected to increase.

Mail order sales, which account for a little more than 3% of the total retail trade in textiles by value, are expected to increase in the years ahead. Textile products sold through mail order stores in Sweden are essentially nonfashionable standard items for practical wear but of good middle quality.

There are also purchasing corporations for the small and medium sized retail trade: AB Inköpscentralens AB (ICA), Stockholm; AB Ferdinand Lindquist & Co. (the FL chain store system), Goteborg; Textil AB Fri, Orebro; Detex AB, Boras. These firms together buy some $20 million of textiles each year.

Some 250 textile agency firms are organized as members of the Federation of Swedish Commercial Agents (Svenska Handelsagenters Förening), Narvavagen 27, Stockholm. The Federation is a member of the Federation of Nordic Commercial Agents which includes members from Denmark, Finland, Norway, Sweden.

The Swedish textile manufacturing industry is organized into the following groups: Swedish Cotton Manufacturers Association (Svenska Bomullsfabrikantföreningen), Biblioteksgatan 6-8, Stockholm; Swedish Woolen Goods Manufacturers Association (Svenska Ylleindustriföreningen), Knappsringsborgsgatan 13 B, Norrkoping; Swedish Knitgoods Manufacturers Association (Sveriges Trikåfabrikanters Förening), Biblioteksgatan 6-8, Stockholm; Swedish Linen, Jute, and Hemp Manufacturers Association (Svenska Linne, Jute- och Hempindustriföreningen), Almedalh-Dals-jöfors AB, Dalsjöfors, Sweden; and Association of Swedish Manufacturers of Ready Made Clothing and Garments, (Konfektionsindustriföreningen), S. Blasieholmshamnen 4 A, Stockholm.

Breweries, hotels considered by businessmen in Turkey

U.S. firms could contribute complete installations, equipment, technical assistance or capital

A Turkish businessman is seeking American investors able to supply complete brewery installations and make a sizable investment in equipment and know-how.

Four or five new breweries may be built within the next 5 years, according to the Turkish 5-year development plan presently under consideration by Parliament.

Growing market

Local businessmen believe this to be a most profitable enterprise in view of the country's large and growing demands. At the present time local production is less than 50% of demand.

In a typical brewery installation, it is estimated machinery and equipment costs will amount to $1.5 to $2 million and the cost of land and other local capital requirements to about $1 to $1.5 million.

American investors may benefit from loans from the Industrial Development Bank of Turkey and other loan sources, according to reports.

Additional details are available under Code 4-2082-1 from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Istanbul hotels

- A Turkish industrialist and businessman seeks a partnership including American capital and management know-how for a proposed new 200-room hotel near the Hilton Hotel in Istanbul.

The Turkish businessman states that he owns or has options on a sizable piece of property in the Macka district, and that he has liquid funds in Turkish lira up to the equivalent of $200,000.

The new hotel is expected to cost $900,000.

Write to Mr. Alp R. Karadavut, Asir Efendi Caddesi, Alyanak Han 3 cü Kat, Istanbul, Turkey.

- A retired American businessman also seeks American capital to build a hotel in Istanbul. He says that he owns a tract of land suitable for such a venture, as well as some financial means.

He also says that other private Turkish investors could be interested in this project.

Write to Mr. Mehmed S. Zia, c/o U.S. Consulate General, Istanbul, Turkey.

Farm machinery license, capital asked in L.A.

An Argentine manufacturer of grain-conveying equipment and equipment for cleaning, selecting and drying grain wants to make grain conveyors, dryers and cleaners and electronic seed-selection machinery under license.

In addition, the firm invites about $45,000 in capital participation from potential U.S. licensors as working capital.

Descriptive catalog of the firm's products is available on loan from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., or write to Talleres Eureka, S.R.L., Casilla Correo 141, Rosario, Province of Santa Fe, Argentina.

Machine tool manufacture planned

Indian investment corporation wants plant, equipment, technical assistance, patents, designs, and research

An Indian investment corporation headed by a maharaja seeks U.S. financial and technical participation to set up a precision machine tool manufacturing plant.

The Indian firm will import machinery and equipment and requires U.S. technicians, know-how and licenses to utilize patents and designs as well as continuing research.

The firm plans to manufacture gear-shaping machines, simple type jig-boring machines, milling machines, all types of hobbing machines, grinding machines, hydraulic cylindrical grinders, surface grinders and broaches.

Market survey needed

A preliminary feasibility report and marketing survey by prospective U.S. partners will be needed.

The firm indicates that there exists no single unit manufacturing most of the machine tools it plans to build. It reports that most of the production will be for domestic consumption but that the Indian Government insists on export rights.

With regard to financing, they seek U.S. participation in equity capital by way of plant and equipment. Know-how engineering fees would also be paid. The firm will contribute and underwrite the remainder of the requirements through established brokers.

Manufacturing of specialized machine tools has a high priority in the development programs of the Indian Government which has assigned this activity to the private sector.

An industrial license for the project has not as yet been obtained from the Indian Government but the maharaja has received informal project approval provided that American participation is available on suitable terms.

The Indian firm is the holding agency of various Indian companies.

Write to the Office of International Investment, Code 4-3541-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Electric appliance license wanted by Australian firm

The Australian subsidiary of a large British electrical manufacturer is interested in manufacturing an American brand of electric ranges, washing machines and driers of medium to good quality under license.

Write to Mr. R. Hozock, English Electric Co. of Australia Pty., Ltd., 365 Sussex St., Sydney, Australia.

Processing, manufacturing, 'package' plants in Philippines ask assistance to begin or expand operations

Meat packing, rice milling, feed & extractive plants cited as are sawmills, rope & cordage, pharmaceutical & cosmetic plants, pulp mills, Mission reports

Nine additional investment proposals are reported by the U.S. Trade and Industrial Development Mission to the Philippines, in addition to those which appeared in the November 12 and 26 issues of IC. These should be of interest to American overseas investors.

The arrangements sought include joint ventures, licensing contracts and provision of technical know-how.

The goods and services desired as end products range from food processing, rope and cordage, and paints and pigments to sawmill operations.

When a name and address is not furnished, inquiries should be addressed to the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., mentioning the specific code number which appears at the end of the opportunity.

2011 Meatpacking plants

Firm seeks technical assistance in a joint venture to establish a cannery. The cannery would specialize in meats, particularly pork.

Write to Mr. Francisco Q. Maravilla, 188 Rosario St., Iloilo City, Phillippine Islands.

2042, 2046 Prepared feeds & wet corn milling

Company seeks joint-venture arrangements, to include technical guidance and equipment, to produce animal and poultry feeds.

The firm also wishes to establish extractive plants to produce corn oil and extracts from papaya, sunflower seeds and native seeds. Some local capital is available.

Mr. G. E. Torres, Mindanao Colleges, Davao City, Philippine Islands.

2044 Rice milling

A joint venture is sought to establish a plant to process about 50 tons of rice a day. The estimated overall cost of the project is $100,000. Land and storage facilities are available, as well as some capital.

Verico (Veterans Rice and Corn Co.), 258 Uyanguran St., Davao City.

2298 Cordage & twine

Company wants to obtain a joint venture to produce rope and cordage and wishes to establish a plant for this purpose.

It is particularly interested in obtaining machinery and equipment. Some local capital is available. Code 3-2298-1.

2421 Sawmills & planing mills

Sawmill operators wish to set up a joint venture, including know-how, for the operation of a kiln-drying and hardwood treating plant.

Also seek capital participation and market outlets. Code 3-2421-2.

2611 Pulp mills

An association of sugar producers is considering the production of paper from bagasse, as well as other products to be derived from sugar cane.

Joint ventures are sought to provide know-how and some capital.

Fernando Cuenca, Philippine Sugar Institute, Bacolod City.

2834, 2844 Pharmaceuticals & cosmetics

Company wishes to expand its line of medicines, veterinary pharmaceuticals and cosmetics through licensing arrangements.

Modern Research Laboratories, Inc., 8 Mango Rd., Malabon, Rizal.

7392 Business & management consulting services

Firm seeks to obtain joint-venture arrangements for the sale of package plants.

It has clients with varied interests and functions as business managers and consultants.

Filipinas Consultants & Management Corp., 1006 Manhattan Bldg., Manila, Philippine Islands.

Mineral concession in Venezuela seeks aid

A Venezuelan firm seeks arrangements with a U.S. firm to finance a minerals concession near La Victoria, Aragua State.

The concession is estimated to contain 56 million cubic meters of limestone, and 30 to 36 million cubic meters of dolomite (grade 38-55) and magnesite (85-98%).

The firm is producing high purity chemical lime. From $250,000 to $500,000 is needed to exploit the dolomite and the magnesite at the site. A total of $1 million would be needed to obtain magnesium in metal form from the mineral.

Write to Calizas Venezolanas, S.A., Caracas, Venezuela.

Magnesite and dolomite samples supplied by the company are available in the Miscellaneous Metals & Minerals Division, Business & Defense Services Administration, Room 4007, Department of Commerce, Washington 25, D.C.

Nigeria wants recreational area at Lagos

Government Development Board has plans for 170-acre site

The Lagos Executive Development Board, a Nigerian Government agency, seeks U.S. interest on a contract or participation basis to establish a recreational area on Victoria Island. This is one of the major islands in the Lagos Federal District and covers 170 acres.

The development is in its initial planning stages. If and when approved by the Nigerian Government the following facilities are proposed in this area: A zoo covering about 4 acres; an amusement fair, 20 acres; an international museum and air-conditioned cinema and theater, 8 acres; and tennis courts, squash rackets courts, and bowling green with dressing rooms, pavilion and refreshment area, 4 acres.

Also proposed are an amusement hall, shops, banks, boarding houses and cafes, 7 acres; putting green, crazy golf and ten-pin bowling alley, 7 acres; open air theater, 1 acre; miniature or model rail-

way for transporting children, 7 acres; and a pier terminating in a tower with space for a casino, ballroom, and cafe as well as facilities for swimming, boating and fishing.

In addition, provisions are being made for a parking area for cars, buses and bicycles, with the possibility of setting up a multistory parking building.

Interested American firms should contact the Chief Executive Officer, Lagos Executive Development Board, P.O. Box 907, Lagos, Nigeria. Cable address: LEDBOARD, Lagos.

Cross licenses sought for mechanical, hydraulic items

A Scottish manufacturer of medium and light mechanical and hydraulic devices (shear cutters for wire ropes and armored electric cables, bar and tube cleaning machines, hydraulically raised hospital beds) seeks licenses from U.S. firms to manufacture any medium- or small-sized hydraulic or mechanical machines or tools in Great Britain.

In exchange, the firm offers to create a market and follow-up sales in Great Britain and other countries, if permissible; facilities to develop and extend use of product within patent cover; royalty payments as may be arranged; and the manufacture under license in the U.S. of its hydraulically raised hospital beds and its "Rota Clean" machine for cleaning and descaling bars of all sizes for reinforced concrete work.

Write D. G. McNair & Co., Ltd., 583 Govan Rd., Govan, Glasgow, SW 1, Scotland.

Slimming herb license offered to U.S. firm

A South African manufacturer of herbs for slimming purposes is interested in finding an American firm that would make packaging and distribute his product under license in the U.S.

The firm says it is taking steps to meet the requirements of the Food and Drug Administration.

It also states that in the 2 years it has been manufacturing and selling this slimming product in South Africa it has had considerable success. It attributes this mainly to the product's effectiveness and its low price.

Additional information is available from the Office of International Investment, Code 1046, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Ice cream, hose needle output planned by Pakistani groups

Financial assistance, plant, machinery, know-how asked

Pakistan plants for the manufacture of ice cream and hosiery needles and allied products are planned.

The new projects call for varied types of assistance from U.S. firms and the details appear below.

• A hosiery needle manufacturing company which is being set up in West Pakistan seeks U.S. participation either through financial investment and/or through provision of plant and machinery as well as technical know-how.

There is a great demand for hosiery needles and allied products, the firm reports. No needle manufacturing exists in Pakistan and, as a consequence, there is no local competition.

Tax holiday

The products falls under the export bonus group of commodities and the industry will enjoy a 4- to 6-year tax holiday.

The firm states that U.S. financial participation in the shares of the new company is preferred but that proposals covering technical know-how alone will be considered.

U.S. capital will be utilized to import machinery, equipment and technical know-how, the firm says.

A cash import license valid for any country has already been granted to the founder of the company by the Government of Pakistan.

Local currency for the operation is to meet the cost of building construction, procurement of materials, land and working capital which will be provided by the organizers.

Further details as well as a summary of a market survey prepared by the Social Sciences Research Centre of the University of the Punjab are available on a loan basis from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Interested American companies may write directly to the Hosiery Needles Co., Ltd., 12-X Gulberg St., Lahore, Pakistan.

No large ice cream plants

• A Pakistani businessman seeks U.S. participation in establishing an ice cream manufacturing plant in the new capital city of Islamabad (Chittagong, East Pakistan). He states that no large-scale ice cream manufacturing plants exist in this city nor in the whole northern area of West Pakistan, including Peshawar, Lahore and Murree.

The Pakistani capital participation would amount to a maximum of $14,000 with the balance of the investment to be provided by the American investor.

The whole project is to be approved by the Pakistan Industrial Development Corporation for local and foreign-exchange credit facilities. Milk and sugar are said to be available locally, as well as skilled and nonskilled labor. Some outside technicians will be needed, however.

Write to Cassam Suleman, c/o Hassanali Barfiwalla, opposite Eboo's Hotel, New Kumbharwada, Karachi 2, Pakistan.

Kitchen appliance license sought by Swiss company

A Swiss manufacturer of household appliances seeks a licensing agreement with a U.S. firm. The firm, a medium-sized one, is interested in obtaining a license to produce electrical kitchen appliances.

Write to Rotor World-Service, A. Ritschard-Jampen, Uetendorf, Canton of Bern, Switzerland.

Melamine production proposed in India

A recently organized Indian firm seeks a joint venture arrangement to produce melamine from urea or calcium carbide.

It proposes to install a plant with a capacity to manufacture 125 tons a month.

This opportunity originally appeared in the October 1 issue of INTERNATIONAL COMMERCE, page 21, and inadvertently publicized the proposal as one for melamine laminated sheets and particleboard.

Address inquiries to the Office of International Investment, Code 4-2821-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Australians want industrial, farm equipment, prefabricated buildings

Three "down under" firms seek licenses to make metal buildings, farm implements, equipment for sewerage systems, oil refineries, slaughterhouses, conversion & packaging industries

Three Australian firms are interested in U.S. licenses to manufacture farming equipment, prefab metal buildings, paper-, plastic-sheet and film-converting machinery, sewage equipment, oil-refinery equipment and slaughterhouse equipment.

❶ A firm operating as designer, consultant, engineer and manufacturer for the converting and packaging industries is interested in manufacturing under licenses from U.S. firms.

They are interested in: (1) Paper-converting machinery suitable for use in smaller paper-conversion plants, and (2) plastic-sheet or film-converting machinery suitable for use in all sizes of plastics converting plants except the very largest ones.

The firm says that it can offer sales and services for its products.

Write Tanmeco Engineering Pty., Ltd., 94-100 Queen Victoria St., Bexley, New South Wales.

❷ A manufacturer of prefabricated steel frame buildings seeks licensing agreements with U.S. firms to produce: (1) Nonmotorized metal farm implements such as plows of an average to good quality, and (2) prefabricated metal buildings and other structures for rural and industrial use, also of an average to good quality.

Write to R & N Trading Co. Pty., Ltd., 45 Wyong Rd., Lambton, Newcastle, Australia.

❸ A manufacturer of locomotives, ships, bucket dredges, boilers, valves, roadmaking equipment; importer of trolley buses, chassis and equipment; and exporter of tanks and pipe fittings, wishes licensing arrangements with U.S. firms to manufacture (1) Sewage equipment, (2) oil refinery equipment and (3) slaughterhouse equipment.

Write Evans Anderson Phelan (Pty.) Ltd., Holman St., Kangaroo Point, Brisbane, Queensland, Australia.

Heating, cooling unit output asked in France

A French company seeks to increase and diversify its production through licensing agreements with U.S. producers of air-conditioning, heating, cooling and ventilating equipment.

It states that it has appropriate facilities to assemble and/or fabricate these products, as it now manufactures various types of heating and ventilating equipment.

Write Ets. Parent, Blvd. du Midi, Nérac (Lot-et-Garonne).

Firm wants to mass produce metal shelving in Italy

An Italian manufacturer of shelving and industrial steel furniture, workers' garment cabinets, workshop counters and tool cabinets seeks a U.S. license for metal shelving.

The firm is interested in the mass production of such equipment as well as sales rights in the Common Market and the Middle East.

Write to C.A.U. Costruzioni Acciaio Unificate, Via Casilina 1038, Rome, Italy.

Colombian firm wants to make water meters

Competition nil; license sought for U.S. product

A Colombian manufacturer of water and gas valves and plumbing supplies seeks a U.S. license to make water meters and eventually other products in that line.

The firm says it has the following equipment: Complete toolshop equipped to cut its own tools, permanent molds, forging tools, foundry equipped with 6 furnaces for casting brass in permanent molds, shell core machines, a 400-ton cold chamber die-casting machine with furnace, a 60-ton hot chamber die-casting furnace, forging presses up to 200 tons, several B & S automatic screw machines up to #6, several automatic chucking machines, turret lathes, complete polishing equipment and a copper-nickel-chrome plating department.

Once manufacture of water meters is started, the firm says, the operation will fall into the category of a protected industry and import of water meters will be prohibited.

No domestic competition exists.

For further information write to the Office of International Investment, Code 2-3821-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

French firms seek joint ventures or licenses

Look for arrangements to make storage tanks, pharmaceutical items, heavy-duty compressors

Licenses in pharmaceutical products are sought and licenses or joint ventures are asked in storage equipment, silos and heavy-duty compressors.

• A manufacturer of compressors, remote-control systems for the petroleum industry, and heavy-duty pipe and tubing seeks licensing or joint-venture arrangements with U.S. firms to manufacture: (1) All types of steel water-storage tanks, including elevated units of high capacity; (2) steel storage silos for grain in all sizes and design; (3) portable, heavy-duty compressors that are operated by air rotary or diesel engine.

The firm says it can assemble, repair and fabricate many different types of metallic units or replacement parts with its existing plant equipment.

Write to GIRMAT, 71 Cours Edouard-Vaillant, Bordeaux (Gironde), France.

• A manufacturer of pharmaceutical products, principally patented medical specialties for the treatment of intestinal and gastrohepatic diseases and related ailments, wishes to conclude licensing arrangements with U.S. producers of noncompetitive pharmaceutical specialties.

The firm says that it is appropriately equipped to manufacture compressed tablets and liquid products.

Write to G. Morard, general manager, Laboratoires U.P.S.A., 1 bis rue Laulanie, Agen (Lot-et-Garonne), France.

U.S. TRADE CENTER, FRANKFURT

37 firms to exhibit auto service, maintenance equipment in March

New date set for promotion of second product theme; wide range of machinery, other items to be displayed

Thirty-seven U.S. firms have signed up for participation in the Automotive Service & Maintenance Equipment Show to be held in the new U.S. Trade Center, Frankfurt, Germany, March 12-29, 1963.

This show, originally scheduled for January 1963 (see INTERNATIONAL COMMERCE, Oct. 22, 1962, p. 17) and postponed because of construction work on the premises, will be the second for the new Trade Center. The opening promotion, that of electrical appliances, has been in progress since Nov. 14.

Equipment and products entered for the new display, covering almost the entire range of the automotive service and maintenance equipment field, include wheel balancers and aligners, radiator repair shop, tire changers, bead expander, circuit tracers, complete line of electrical, engine, and ignition test equipment, impact tools, dynamometers, steam cleaners, car washers, tune-up equipment, and motor rebuilding machinery—crank shaft grinders, cylinder head-and-block milling machines, a crank shaft welder, brake drum lathes, brake shoe grinders, valve grinders, and servicing equipment.

Also included are battery chargers, welding equipment, vacuum cleaners, lubricating equipment, lubricants, car polishes, hose clamps, filters, and directional signal equipment.

Participants—with their export managers, if any, shown in parentheses—are as follows:

Absco, Inc., Los Angeles 22, Calif. (Paul E. Moss & Co., New York 7, N.Y.).
Albertson & Co., Inc., Sioux City, Iowa.
Ammco Tools Co., North Chicago, Ill. (Sun-Electric Corp., Chicago, Ill.).
Aro Corp., International Division, Bryan, Ohio.
Arpol Petroleum Co., New York 4, N.Y.
Auto-Test Incorporated, Chicago 3, Ill.
Bishman Mfg. Co., Osseo, Minn. (San-Mar Tool & Equipment Co., Inc., New York, N.Y.).
Black & Decker, Towson, Md. (Black & Decker G.m.b.h., Duesseldorf, W. Germany).
Chicago Pneumatic Tool Co., New York 17, N.Y.
Clayton Manufacturing Co., El Monte, Calif.
Corbin Hose Clamp Division, American Hardware Corp., New Britain, Conn. (Paul E. Moss & Co., New York 7, N.Y.).
Craftmaster Profitmakers, Inc., Holland Patent, New York. (Paul E. Moss & Co., New York 7, N.Y.).
Cuno Engineering Corp., Meriden, Conn. (Paul E. Moss & Co., New York 7, N.Y.).
Electrotone Laboratories, Inc., Chicago.
Eltron Export Co., New York 4, N.Y.
Goodenow Co., Oklahoma City 4, Okla.
Hall-Toledo, Inc., Toledo 9, Ohio.
Homestead Valve Mfg. Co., Coraopolis, Pa. (Marus & Weimer, Cleveland, Ohio).
Ingersoll-Rand International, New York 4, N.Y. (Ingersoll-Rand GmbH, 4 Duesseldorf, Germany).
Lempco International Inc., Bedford, Ohio.
Lincoln Engineering Co., St. Louis, Mo.
Marquette Manufacturing Co., Minneapolis 14, Minn.
Maxwell Sales & Engineering Co., West Chester, Pa. (Sun-Electric Corp., Chicago, Ill.).
Peerless Instrument Co., Chicago 40, Ill.
Pullman Vacuum Cleaner Corp., Boston 15, Mass.
Rassow International Co., Buffalo 2, N.Y.
Reclaimo Co., Skokie, Ill. (Paul E. Moss & Co., New York 7, N.Y.).
H. C. Schildmeier Co., Indianapolis 25, Ind. (Paul E. Ludeman, Indianapolis 25, Ind.).
Signal-Stat Corp., Brooklyn 11, N.Y. (Paul E. Moss & Co., New York 7, N.Y.).
Simpson Electric Co., Div. American Gage & Machine Co., Chicago 44, Ill. (Amerex International, Chicago, Ill.).
Singer Products Co., Inc., New York 4, N.Y.
Skil Corp., Chicago 30, Ill.
Snap-On Tools Corp., Kenosha, Wis. (Snap-On Tools Corp. AG., Zug, Switzerland).
Storm-Vulcan, Inc., Dallas 35, Tex. (Paul E. Moss & Co., New York 7, N.Y.).
Sun Electric Corp., Chicago 31, Ill.
Valsan Co., Inc., New York 1, N.Y.
Vantool, Inc., Philadelphia 3, Pa. (Paul E. Moss & Co., New York 7, N.Y.).

More than 1,200 visit Bangkok Center exhibit

Total attendance during the first 2 weeks of the automotive repair and maintenance equipment exhibit at the U.S. Trade Center in Bangkok has exceeded 1,200.

The exhibit was visited by importers, distributors, end-users and potential end-users of automotive servicing and repair equipment. Included were representatives from the largest import firms, wholesalers and retailers; oil companies, automobile sales and service companies, garages and private workshops.

Also visiting the exhibit were large numbers of Thai government officials, and students and teachers from Bangkok trade and technical schools.

The U.S. Embassy in Bangkok said the show thus far has impressed the visitors. "There were some complaints that American prices are high," the Embassy reported, "but the majority of visitors expressed genuine interest and admiration for the items on display, many for the first time in the Thai market. They noted particularly and commented on the high quality of all exhibits."

SPORTS MOTION PICTURES

U.S. participation in the 19th International Competition of Sports Motion Pictures, to be held at Cortina d'Ampezzo, Italy, the latter part of next February, has been invited. Films entered in the event should reach the organizing committee of the Competition, Via della Ferratella 51, Rome, not later than Feb. 15, 1963.

Common Market Commission presents action program aimed at political union

Report stresses need for state intervention in economic life; second alignment towards common external tariff due July 1, 1963; trade talks with U.S. expected by late '63 or early '64

The Commission of the European Economic Community has drafted an "action program" to be followed during the second stage of the EEC's transition period toward achieving a full common market.

The 4-year program was presented to the Council of Ministers and the Political Committee of the European Parliament in the form of a "Memorandum of the Commission" dated October 24. It is divided into 11 sections covering all major areas of the Community's development.

Political unity

The Commission's report states that it "is bound to adopt an unreservedly positive attitude toward any extension of European unification to other fields than that of economic and social policy: notably defense, the non-economic aspects of foreign affairs and cultural policy—in short, to whatever comes under the heading of 'political union'."

The report's introduction also says that "an economic order based on freedom can only exist in the world of today at the price of constant State intervention in economic life."

This thesis is elaborated in the Economic Policy chapter, which says that the Community will continue to make use of annual general economic forecasts, quarterly economic surveys, monthly business surveys, and other studies; in addition, it will act on a proposal to establish an annual economic forecast for each member country and will introduce more detailed surveys. With these instruments, the Commission proposes to expedite the preparation, approval and implementation of measures of economic programming with the ultimate aim of merging national policies into a Community economic policy.

The aim will be to establish such a program for the period 1964-68, or for a period agreed on by the representatives of the member governments. The program would outline the course that Community economic activity should follow in terms of gross national product, factor incomes, private and public investment, and consumption at constant prices, among other measures; and it will consider labor supply and demand along with certain sector-by-sector studies of business activity.

The Commission proposes that a Council, composed of the governors of central banks in the Community, keep Community monetary problems that fall within the competence of central banks under constant review, and that such a Council eventually become the central organ of a federal-type banking system.

Monetary union

The establishment of the proposed monetary union would become the objective during the third stage of the transition period. The Community ministers of finance or economics, meeting in the EEC Council, would decide on the conditions to be laid down: the total volume of the national budgets and of the Community budget, and the general conditions for financing them.

Meanwhile the Commission suggests that the member states work out a common position regarding the present monetary system and any reforms that might be contemplated. Discussion of this has already begun in the Monetary Committee.

The Memorandum says the Commission will propose the complete abolition of internal customs duties by January 1, 1967, if the economic situation continues to progress. At any rate, by the end of the second stage (end of 1965) the Community will have lowered its internal duties on industrial products (now at 50% of the 1957 level) by at least 80%.

As for the common external tariff, the second alignment is already planned for July 1, 1963, and if all goes well, the third and last alignment establishing a full Community tariff will be made on January 1, 1967. On the same date, if possible, national tariff quotas would be abolished; otherwise they will be eliminated at the end of the transition period (December 31, 1969).

During the first half of 1963 the first directives for the stage-by-stage abolition among member states of charges equivalent to customs duties will be issued.

In the spring of 1963 a common organization of markets for milk and dairy produce, beef, and rice is expected to be established under the agricultural policy adopted early this year, which created the mechanism and basis for a common organization of markets for cereals, pork, poultry, eggs, fruit and vegetables, effective July 30, 1962.

As soon as possible the Commission will make proposals for a common organization of markets in other agricultural products.

Each year, beginning in 1964, the Commission will present studies of the agricultural situation which will form the basis for Community decisions in achieving a common agricultural policy.

External relations

The Memorandum says that U.S.-Common Market trade negotiations on the basis of the new U.S. Trade Expansion Act will probably not get under way until the end of 1963 or early 1964; meanwhile the Commission will complete studies of the Trade Expansion Act and submit to the Council proposals on a common attitude to be adopted by the Community in these negotiations. It will explore jointly with the U.S. opportunities for widening the scope of the negotiations, without awaiting the opening of official negotiations. The Memorandum emphasizes that "special care will have to be taken that the negotiations really do proceed by the across-the-board methods."

The Commission reviews the progress of the British-Common Market negotiations for Britain's entry into the Com-

munity, as well as the negotiations with the African associated states for a renewal of their association in 1963.

The Commission will submit proposals before the end of 1963 on achieving a Community trade policy for dealing with the Eastern bloc countries. It also intends to propose a common policy of financial aid and technical cooperation to go to the world's developing countries.

The Commission states that it is desirable for the Community as an entity to become a member of the Organization for Economic Cooperation and Development, and that it should be represented in certain countries, notably in the U.S. and Latin America.

The Commission will continue to develop a Community competition policy and before the end of 1962 will adopt a regulation on the right of hearings of parties and third parties in the course of proceedings, as a supplement to the "cartel regulation" adopted early this year.

Other Commission proposals included:

- Abolishment of the "cascade" type of tax on gross turnover and adoption of an added-value tax.
- Creation of a European system of patents and trademarks, establishment of a European patent office, and arrangements for a form of legal control—possibly through the Court of Justice of the European Communities.
- Additional measures to attain a transport market organized under Community rules.
- Measures to establish gradually a common energy market (the Commission's Memorandum lists specific second-stage objectives for petroleum and, possibly, natural gas).
- Additional measures to achieve common policies in vocational training and employment and in raising living and working conditions.

The Commission notes in the Memorandum that the Community, now financed by budget contributions from its member states, may, according to the Treaty, be sustained by its own resources. It suggests that the common agricultural policy now provides a means of creating one category of such resources—the levies on agricultural imports—and that, in addition, the proceeds of duties imposed under the common external tariff could eventually accrue to the Community. The Commission also plans to submit proposals of other sources of revenue less dependent on international trade, the Memorandum says.

EEC's growth peaks, wages climb in first half of '62

Consumer goods sales lead 18% rise in exports to U.S.; machinery and vehicles are fastest-growing U.S. sellers

By CHARLES HAMMOND, JR.
European Division, Office of Regional Economics

The rate of economic growth in the European Economic Community (EEC) levelled off in the second quarter of 1962 and during the summer months.

The economies of the EEC member states during the first half of the year were characterized by a slight expansion of exports, a slowing down in internal investments, but, on the other hand, by rapid growth in the services sector and vigorous expansion of private consumption. Sharply rising wages contributed to increased consumer purchases and heavier imports of consumer goods.

With labor generally in short supply the number of employed persons rose only slightly while working hours shortened. Production per man hour leaped ahead, however, and almost the total increase in production was attributable to the increase in productivity.

Industrial output flattens

Industrial production, which increased by 12% in 1960 and 6.6% in 1961, rose slightly less during the first half of 1962, showing a 6% increase in the second half in 1962 over the same period in 1961.

The slower production growth rate stemmed mainly from the slackened expansion in exports and a marked slowdown of fixed asset investment. There were variations by industrial sectors; coal and iron ore mining output decreased slightly from the previous year as did steel production, while similar tendencies were observed in most producer's goods industries. Only production in the electro-engineering industry ran counter to the trend.

On the other hand, except in certain branches of the textile industry production of consumer goods industries advanced significantly. Durable consumer goods production, especially automobiles, showed very good results.

The expansion in production varied slightly in each of the Member States. The greatest increases were registered in Italy and France, but less than the EEC average increases were recorded in Belgium and the Netherlands. Only in Luxembourg, which was strongly affected by the weakness in the dominant iron and steel industries, did production actually fall below that of the corresponding period of 1961.

Wages up sharply

From 1958 through 1961 hourly wages in industry increased by 27% in the Federal Republic of Germany, 22% in France, 16% in the Netherlands, 15% in Italy, and 9% in Belgium. In the U.S., industrial hourly wages increased by 9% over the same period.

Hourly industrial wage rates in the Community continued to rise briskly in the second quarter of 1962, expanding at approximately the same pace which had been recorded during the first quarter in the Federal Republic of Germany and Belgium-Luxembourg, but increasing more rapidly in the other member states.

In Germany the pronounced economic expansion combined with the manpower shortage to bring sharp increases in gross hourly wages in industry. In early 1962 the Metalworkers' Union concluded a new wage agreement, including both wage increases and work-week reductions, which increased overall labor costs by 10¾%. This agreement resulted in comparable demands by other unions, which regarded the metalworkers achievement as a signpost for new collective labor agreements. For the first 6 months of 1962, industrial wages increased (on a year-to-year basis) by 9%.

Italian rise

Italian industrial wages have continued the rapid upward trend of 1961, when wage increases ranged from 3.2% for agricultural day laborers to 11.4% for industrial workers. The continued boom conditions have brought unemployment down to 3% of the labor force and have created shortages in skilled labor. Hourly industrial wages increased by 2% in

1959, 5% in 1960, and by over 8% in 1961.

French wage rates have also shown a steady increase, 6% in 1959, 7.1% in 1960, and 8% in 1961. The same trend continued in the first part of 1962. Despite the advances made in recent years, the trade unions maintain there is still a disequilibrium between wages and the development of national income, and that further adjustments should be made. Recently announced measures will allow independent increases in the minimum wage, where the level formerly was tied to the cost of living index.

The disparity between lack of additional labor and the strong demand for employers to expand output has brought a steady increase in Netherlands wages. The Ministry of Economic Affairs estimates the increase in hourly industrial wages for the 3-year period 1960-1962 as amounting to 24%. Since labor productivity is expected to increase by only 11%, the 3-year period should show a net increase of approximately 12% in labor costs. Industrial wages, which increased by 9½% in 1960 and 5½% in 1961, are expected to expand by a further 9½% in 1962.

Belgian wage increases have been the smallest in any of the EEC countries, amounting to 9% from 1958 through 1961. However, 4 important sectors gained wage increases in the first quarter of 1962. For the building industry the increases amounted to 6%; for the metal working industries, 4½%. Salary adjustments based on the retail price index were made in the public services on July 1, 1962 and new social benefits and bonuses were granted in the collieries.

The rising wages in the EEC have led to increased consumer purchases and an upward pressure on prices. The consumer price index of June, 1962 surpassed that of the previous year by 6.6% in France, 4.7% in Italy, 4% in the Federal Republic of Germany, 4.8% in the Netherlands, 2.9% in Belgium and by 1.2% in Luxembourg. While the overall increases were largely influenced by the price increases in foodstuffs due to poor winter harvests, they were also affected by higher service costs and upward adjustments in controlled rents as well as increased prices for finished goods.

Imports expand rapidly

Imports from non-member countries for the second quarter of the year continued at virtually the same level as in the first quarter and 7.5% over the comparable period of 1961. Certain shifts in the structure of imports were apparent; for example, consumption goods increased their share while imports of investment goods slackened.

Expanded imports of foodstuffs, up 18% over the first half of 1961, reflected the poor harvests of 1961 and bad weather conditions of early 1962. Raw material imports remained at a lower level, showing a drop of 4% from the same period in 1961.

Imports from the United Kingdom, up 18%, and Latin America, up 15%, showed the greatest area increases during the first half of 1962.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Exports to non-member countries grew barely 4% for the first 5 months of 1962 and only increased 1% over the corresponding period of 1961 during the second quarter of 1962.

Exports were strongly affected not only by events such as the disturbances in Algeria, whose imports from the Community dropped by 20%, but also by the world-wide slowdown in investment. As investment goods form a substantial part of Community exports, particularly as regards Germany, this world economic trend had a retarding impact on Community trade.

A drop of 5% took place in first half Community exports to Commonwealth countries (excluding U.K.) although exports to the U.K. alone increased by 1%.

Sales of consumer goods to certain countries experienced an increase, however, bringing total exports to the U.S. 18% above the level of the first half of 1961. Total exports to Eastern Europe were up 9%, and the EFTA countries took 7% more in total EEC exports.

Intra-Community trade kept up its fairly rapid growth with a 14% year-to-year growth rate. The expansion in intra-trade was centered on consumer durables, particularly motor cars.

During the first 6 months of 1962, the EEC countries exported $1,202 million of goods to the U.S., an increase of 18% over the first half of 1961. All of the member states shared in the increased sales: Belgium-Luxembourg enjoyed the greatest increase, 32%; followed by France, 28%; Italy, 20%; the Federal Republic of Germany, 11%; and Italy, 6%.

The commodity breakdown of exports, available only for the first quarter, shows increases in all major categories over the same period of 1961, but with the greatest increases (all of over 25%) in machinery and vehicles, other manufactured goods, and energy products. Foodstuff and tobacco exports increased by 9% and chemical products by 5%.

Imports of $2,266 million from the U.S. were up 7% over the first half of 1961. The greatest increases were in Belgium-Luxembourg, up 20%; the Federal Republic of Germany, up 13%; and the Netherlands, 12%. On the other hand, imports from the U.S. decreased by 4% in Italy and by 3% in France.

The greatest increases in EEC imports from the U.S. were registered in machinery and vehicles, up 58% over the first quarter of 1961; foodstuffs, up by 28%; and chemical products, up 15%. On the other hand, raw material imports dropped by 29% and manufactured products other than machines and vehicles dropped by 11%.

Outlook

The slower growth rate experienced by the EEC during the first half of the year is expected to continue during the rest of 1962 and on into early 1963. Slackened expansion in most industrialized countries, particularly the U.S., coupled with the weakening demand from the developing countries will probably continue to keep the expansion of Community exports within quite narrow limits.

At the same time Community investment is expected to slow down. A June survey of businessmen indicated a drop of 12% in expected investments for the next 12 months, as compared with a similar survey in March. However, the sharp drop in stock market prices at the end of May may have unfavorably influenced the June forecasts.

Opposing these tendencies, wage increases are likely to keep consumer expenditures at high levels.

For 1962 the Community GNP is expected to expand by at least 4.5% and industrial production by 5.5%.

A long range projection is currently being made by a group of experts in the Commission of the EEC. Preliminary

reports give the following forecasts: For the Community as a whole the GNP is expected to increase at an annual rate of 4.7% for the years 1960-70 and industrial production by 6.1%.

The highest rates of growth are foreseen for Italy and France, and below average rates are predicted for Belgium and the Netherlands. The German rates are expected to follow the average for the Community.

UN, World Bank help Brazil study power potential

The United Nations Special Fund, the Government of Brazil and the World Bank have signed an agreement for preparation of a long-range plan for the development of the 6 main river systems of the State of Minas Gerais for the generation of electric power, flood control and irrigation.

The project was approved by the Special Fund in January 1962 and has been allocated $735,000 toward its cost. The cruzeiro costs will be met by Brazil through the electric power agency of the State of Minas Gerais, Centrais Eletricas de Minas Gerais (CEMIG).

The World Bank will act as Executing Agency for the project and will disburse the funds made available by the Special Fund.

The project will be carried out by CEMIG with the assistance of Canambra, a group of foreign consultants. Canambra consists of Montreal Engineering Co., Ltd., of Montreal, Gibbs & Hill Inc. of New York City, and G.E. Crippen & Associates, Ltd. of Vancouver. Preliminary work on the project has begun and the entire project is scheduled for completion by the end of 1965.

U.S. has sold $1,093 million worth of cotton thru PL480

Since the beginning of the Title I, Public Law 480, program, cotton purchase authorizations totaling about $1,093.5 million have been issued for the purchase of lint cotton. Sales of about 6.9 million bales of lint cotton have been registered for export and about 6.8 million bales have been exported or booked for export.

Under Title IV credit purchase authorizations were issued for $15.4 million. Sales of 103,073 bales of lint cotton have been registered for export and 103,353 bales have been exported or booked for export.

Tunisia looks for investment to implement new 3-year plan; crops recovering from drought

Development plan calls for $369 million in foreign investment; Food for Peace shipments constitute most of U.S. exports

Tunisia's economy, still smarting from the effects of a 1961 drought, is looking ahead to increased industrial activity through substantial foreign aid and investment already being channeled into its 3-Year Development Plan.

The confidence expressed by the U.S. Government in committing $180 million for the support of the 3-Year Plan should encourage further mobilization of domestic savings and foreign investment capital, according to the U.S. Embassy in Tunis.

Plan receives financial backing

Tunisia's 3-Year Development Plan was promulgated on May 30th. As enacted, the Plan calls for a total gross investment of $785 million, of which $369 million is anticipated from foreign sources. Of this latter figure, the U.S. announced in late July its agreement to provide $180 million. Other agreements to provide direct assistance to Tunisia in the form of various economic development projects were concluded during the first part of 1962 with Greece, Yugoslavia, Poland and Kuwait. In addition, substantial loans of $16 million from Italy and of 30 million deutschmarks ($7.7 million) from West Germany were signed on July 26 and 31, respectively.

A contract for construction of a dam on the Oued Kasseb, to be built under a $28 million aid program concluded in August 1961, was signed with the Soviet Union on January 27, 1962.

Several international agencies have displayed tangible interests in Tunisian economic development in recent months including the Ford Foundation, the United Nations Special Fund, and the World Bank (IBRD). The latter is serving as coordinator for a group of nations interested in identifying and promoting specific projects for the country's economic development. The UN Special Fund on April 13 announced its approval of a 5-year project under which it will provide almost $1 million for applied research into the use of brackish water for irrigation in Tunisia.

Tunisia also joined the International Finance Corporation in late May, shortly after which the IFC indicated its agreement to participate in the triple superphosphate plant to be built at Sfax under direction of the Swedish firm, Aktiebolaget Forenade Superfosfatfabriker.

AID has agreed to finance the building of 7 vocational training centers as well as to operate the already-existing Ariana Training Center. The signing of a new PL-480 agreement, providing cereals for distribution in Tunisia, will also permit continuation of a highly successful project of utilizing hitherto unemployed Tunisian workers on useful economic projects such as re-forestation, building of low price housing or schools, small dam construction and terracing of fields.

Foreign trade deficit

Tunisia's foreign trade deficit for the first 2 quarters of 1962 declined to $48.5 million from the $51.8 million registered for the same period in 1961. This improvement in the deficit position was attributable in great part to a sizeable cut in Tunisian imports, which totaled $106.8 million, or $8.9 million less than imports during the corresponding period of 1961. Taking into account about $13.3 million worth of PL-480, Title I cereals which Tunisia received from the U.S. during this period, the effect of the trade deficit on foreign exchange resources amounted to only $34.5 million. This was $17.3 million less than the amount during the first half of 1961 when no Title I cereals were available.

However, exports which amounted to $58 million for the first 6 months of 1962 were $5.5 million less than for the same period in 1961.

Foreign exchange reserves dropped from $75.3 million to $70.8 million during the first 6 months of 1962, reflecting the heavy trade deficit resulting from the poor crops and the intent of the Tunisian

Government to pursue its development plans in the sectors not covered by foreign assistance.

Trade pattern unchanged

During the first half of 1962 France accounted for 52.8% of Tunisia's imports and 51.8% of exports, considerably higher than the preceding 6 month period, but less than the respective percentages of 60% and 56.4% for the first half of 1961.

Surplus grains provided under PL-480 agreements and other AID-supplied commodities accounted for the major portion of the $17.8 millions of U.S. exports to Tunisia during the period. This is about the same as the level for the previous half year, but is up $4.7 million over that for the first half of 1961. Tunisia's exports to the U.S. consist almost entirely of olive oil, and amounted to approximately $479,000 for the first half of 1962.

The commodity pattern of Tunisia's trade remains unchanged with traditional exports being olive oil, phosphates, wine, iron ore and fruits. Leading imports include wheat, lead, machines and appliances, petroleum products, cast iron, steel, electrical equipment, sugar and pharmaceutical products.

U.S. products face stiff competition from the European Common Market countries, but there is no doubt that projects undertaken by AID will afford American business the opportunity to enter the Tunisian market, particularly in the capital goods field.

Tenders will soon be published in *Small Business Bulletin* and *International Commerce* for commodities to be purchased by Tunisia under a $10 million U.S. loan. Categories included in the agreement are agricultural equipment, road equipment, trucks, iron and steel products, cotton textiles, pumps and engines, and mine and well-drilling supplies.

Investment climate good

The investment climate in Tunisia, rather badly shaken during the summer of 1961 by the Bizerte crisis, has shown marked improvement since the first of the year when reconciliation with France came closer to being realized, and the stability of the Tunisian regime was clearly confirmed. The recent cessation of hostilities in Algeria has been another calming influence.

Evidence of a renewed confidence in Tunisia is reflected in such events as the firming up of the Swedish Forenade corporation's plans for a phosphate enrichment enterprise at Sfax; the beginning of construction on an oil refinery at Bizerte under a joint Italo-Tunisian firm, Societe Tuniso-Italien de Raffinagi (STIR); and visits by a number of prospective French, German, and American investors. Both Germany and the U.S. have investment guarantee agreements with Tunisia.

Areas offering business opportunity are almost exclusively in those sectors marked for promotion under the 3-Year Plan and, more importantly, in those targeted for AID assistance. Although AID projects are still in the formative stage, the development of water resources, large scale agriculture, communications, tourism, mining and improvement of mineral products, fisheries and fish processing are most likely to be in the forefront. Any project involving the promotion of Tunisian products on the world market should be favorably received.

The Tunisian Government is studying a project to develop the Bizerte area, including the installation turned over by the French in late June, into an industrial complex. As envisioned, the complex would include a shipyard, a steel plant, the STIR petroleum refinery, and possibly a second sugar processing plant. The only one of these projects that has gone beyond the blueprint stage is the STIR refinery, where ground was broken in late spring.

The steel plant, with a planned output of 70,000 tons a year, would use ores from the Djebel Djerissa and Douaria mines. An international tender for construction of the plant for an estimated $20 million was issued in June on the basis of studies carried out by the German DEMAG firm.

Building surge

According to available statistics the principal upsurge in industrial activity during the first 6 months of 1962 was in the field of building construction. The value of construction authorized during the first half of 1962 amounted to $16.5 million, or 40% more than that for the last 6 months of 1961 and 49% greater than the first half of 1961.

Iron ore production, according to the latest statistics, stood at 434,800 tons for the first 6 months of 1962 as compared to 444,500 tons for the first half of 1961. Iron exports were down to 383,900 tons during this period from 442,500 tons in the corresponding period in 1961.

Phosphate production rose to 1,130,-500 tons for the first 6 months of 1962, more than 20% higher than in the same period of 1961. Raw phosphate exports amounting to 925,900 tons were up a corresponding 27% over 1961.

Tunisia's output of lead and zinc dropped to 14,490 tons for the first 6 months of 1962, approximately 17% less than for the same period in 1961. On the other hand, exports were up in this period to 7,636 tons against 3,499 tons in 1961.

Crops improve

Compared with last year the 1962 agricultural situation shows a considerable general improvement. While the drought conditions of 1961, which resulted in a major grain shortage, a low olive oil yield, and decimated flocks and herds, have not persisted in 1962, rains have again been inadequate in many sectors, particularly in the South. Grain crops in 1962 are still below average, as is the expected olive oil production for 1962-63, although in each case the estimated yields are much higher than in 1961. The 1962 grain harvest is estimated at 511,000 metric tons compared with a short crop of 302,500 tons in 1961 and a 10-year average of 683,500 tons for 1952-61. The 1962 crop estimate is comprised of durum wheat, 75,000 tons of soft wheat, and 106,000 tons of barley.

The latest estimate for the 1961-62 olive oil season is 34,000 metric tons compared with 125,000 metric tons in 1960-61, and a 6-year average of 75,600 metric tons during 1956-61. Fortunately Tunisia had a carryover stock of about 60,000 metric tons on November 1, 1961, which has permitted exports during the current season to exceed 40,000 tons (43,000 in 1960-61) with domestic consumption needs of about 38,000 metric tons entirely covered.

The present wine crop is estimated at 1.8 million hectoliters, compared with 1.45 million in 1961 and an average of 1.63 million during the 5 year period 1957-61. Citrus fruit production in 1961-62 totaled 80,000 metric tons compared with 79,000 metric tons for the previous season, and a 5-year (1957-61) average tons entirely covered.

Miami consultants to help plan 2 Panama hospitals

The Agency for International Development has awarded a $49,300 contract to Norman M. Giller & Associates of Miami Beach, Fla., to provide hospital planning consultant services for 2 Alliance for Progress projects in Panama.

The architectural-engineering firm will advise on design and equipment for the Regional Hospital Center at Aguadulce and the Los Santos Psychiatric Hospital at Los Santos.

Equipment specifications will be completed according to U.S. Public Health Service classifications and will permit procurement from U.S. sources.

Pakistan making notable strides toward fulfilling Second Five-Year Plan

Final foodgrain target almost reached in first 2 years; present pace of industrial growth might exceed goals

Significant advances were recorded in most sectors of Pakistan's economy during the first 2 years of her Second 5-Year Plan (1960-65), according to a report issued by the Government Planning Commission.

The mid-year review stated that $1,505.7 million (30%) of the Second 5-Year Plan's total development expenditures were utilized during the first 2 years, leaving a balance of $3,324.3 million (70%) to be disbursed during the remaining 3 years.

As a result, a higher rate of development outlay and a correspondingly higher rate of economic growth should be expected in the remaining 3 years of the Plan.

A substantial increase in agricultural production during the first 2 years of the Plan period was due mainly to favorable weather conditions, aided by the intensive use of fertilizers, improved varieties of seeds, control of plant diseases and pests, and cultivation of new lands.

The most significant advance was in foodgrain production, which increased by 20% and almost reached the final Plan target of 21% specified for 1964-65. Production of jute, cotton, sugarcane, and tea also rose, but the tobacco output fell by 13%.

Manufacturing progress

Considerable progress was made in the manufacturing field. The report noted that large-scale industrial production rose by about 23%, and indicated that if this rate of growth is sustained the planned increase of 60% is likely to be exceeded by the end of the Plan period.

In the semi-public manufacturing sector 2 large fertilizer factories were completed, a 350,000 ton steel mill was started, and work on the expansion of the Zeal Pak Cement Factory continued. A number of other factories were under construction or in the final stages of planning.

From July 1960 through March 1962, $530 million was sanctioned for various industries in the private sector. These sanctions amounted to about 92% of the Plan's target of $574 million for the entire 5 years, but only $163 million (31%) was actually utilized by the end of March 1962.

Sanctioned enterprises included a plant to produce polyacrylonitrite, polyvinylchloride and acetylene at an estimated cost of $40.3 million, a viscose rayon plant costing $15.9 million, and a polyethylene plant costing $11.8 million. Another enterprise, an oil refinery, to be established at Karachi at an estimated cost of $25.2 million, actually went into production in November 1962.

In the mineral field, extraction of coal increased from 820,000 tons in 1960 to 900,000 tons in 1961 and is expected to reach 1 million tons this year. The output of natural gas rose from 29.8 billion cubic feet in 1960 to 34.7 billion in 1961, and it is anticipated that it will rise to 40 billion in 1962.

Production of crude petroleum increased from 2.3 million barrels in 1960 to 2.5 million barrels in 1961, and an output of 2.7 million barrels is projected for 1962. Approximately $10.5 million was invested by private enterprise and $3.5 million by the Government in oil and gas prospecting in the semi-public sector during the 2-year period.

Notable progress was also made in the water and power fields. Irrigation, drainage, reclamation, flood control and power development projects were carried out smoothly but some new schemes started somewhat slowly. The installed generating capacity of public utilities rose from 650,370 kilowatts in 1959-60 to 847,160 kilowatts in 1961-62.

Thus, about 35% of the 565,000 kilowatt planned additional capacity was realized. Electricity generated by public utility plants rose from 1.3 billion kilowatt hours to 2 billion kilowatt hours, during the same period. The number of electricity consumers increased from 492,408 to 643,121.

In most other fields, such as communications, transportation, education, health and housing, substantial progress also was recorded. In the last 3 years of the Plan period, however, it is expected that expenditures in these sectors will be greatly stepped up.

Alliance sponsoring study of Venezuelan investment

The Agency for International Development has announced that it will sponsor a thorough economic study aimed at early investment action in Venezuela, a country possessing substantial natural resources with a very low population.

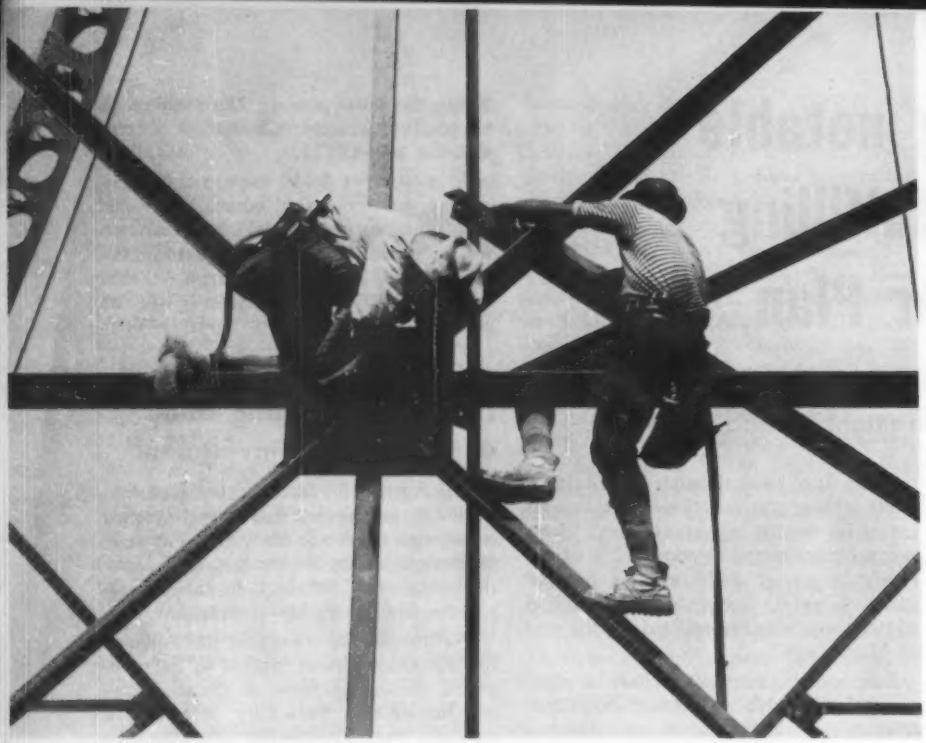
Performing the survey in the Alliance for Progress partner nation is the economic consulting fiirm of Ebasco Services Inc. of New York City. It will work through the Venezuelan Development Corporation of the host country's government under a $209,906 contract. Half of the dollar cost is reimbursed by AID.

The evaluation, which should be completed by next November, is to provide the basis for a program to attract industry to specific site developments in 5 designated regions of northern Venezuela. The survey will identify new industrial production needs and opportunities and develop the data into well defined proposals leading to early investment by both domestic and foreign investors.

Machines, electrical goods are now top Danish exports

Machinery and electrical equipment, which last year for the first time ousted bacon as Denmark's ranking export category, have increased their lead in the first 7 months of this year. Whereas for 1961 this category of exports surpassed bacon by $12 million, for January-July of this year (inclusive) it is already $13 million ahead. Compared with the same period last year, exports of machinery and electrical equipment are up by 18% to $144 million, while bacon sales are up 8% to $131 million.

During these seven months, U.S. purchases of Danish machinery and electrical equipment were 60% ahead of last year. Exports to Canada in this category have doubled. To Denmark's EFTA partners they went up 26%, to EEC 21%.



FRAMEWORK FOR PROGRESS: Workers assemble the superstructure on one of the 15 metal railroad bridges linking manganese deposits in Gabon's interior with the Atlantic Ocean. (World Bank Photo)

New Congo railway carries Gabon's manganese to sea

$98 million invested in one of the world's richest deposits; U.S. Steel has option on 49% of output

Ceremonies were held in the Republics of Gabon and Congo (Brazzaville) on October 2 and 3 marking an event of major importance to the economies of both countries—the official opening of the manganese mines of the Compagnie Miniere de l'Ogooue (COMILOG) at Moanda, Gabon, and the inauguration of COMILOG's just-completed cableway and rail system by which the ore will be transported to Pointe Noire, Congo, for export.

The opening of the COMILOG manganese mines comes as the culmination of many years of research, planning, and development, according to the U.S. Embassies in Libreville and Brazzaville. The first investigations of the deposit began before World War II; serious research was started in 1951; and development went into high gear in 1957. At the beginning of October 1962 the first shipment of ore, 15,000 metric tons, was loaded aboard ship, destined for the Phoenix steel mill in the Federal Republic of Germany.

Rich deposits

The Moanda manganese deposit, located in southeastern Gabon, is one of the world's richest; after a single washing the ore yields a content of 48 to 51% manganese. Known reserves of the deposit are placed at 200 million tons (all references to tons in this report are to metric tons).

A sedimentary deposit with a thickness of from 20 to 30 feet, the ore lies from 9 to 25 feet below the surface and is mined by open pit methods.

Installations at the mine site crush, wash, and sort the ore and five 350-horsepower American trucks carry the manganese to the loading area.

Since Moanda is separated from the coast by rough mountainous terrain, evacuation presented a major problem in development of the project. A transport system was finally constructed in 2 stages: a 47-mile aerial cableway (the world's second longest) from the mine to M'Binda on the Gabon-Congo border; and a 184-mile railroad from M'Binda to Dolisie, Congo, where the line connects with the Chemin de Fer Congo-Ocean Railway, which runs between Brazzaville and Pointe Noire, at a point 124 miles from Pointe Noire.

The Congolese portion of the ore evacuation system represents about 60% of COMILOG's investment. Construction of the railroad from M'Binda to Dolisie required the removal of about 11 million cubic meters of earth and the building of 15 metal bridges ranging from 20 to 575 feet in length.

The railroad will be served by seven 96-ton American diesel-electric locomotives and 130 open rail cars, each having a carrying capacity of 49 tons.

Modern port facilities

COMILOG's port installation at Pointe Noire consists of a dock about 690 feet long and a large area for the necessary track network. At the dock, the ore-carrying railroad cars are pushed onto a "rocker" a mechanism which lifts each car bodily and turns it over, spilling the ore into a chute. Conveyor belts then load the ore into ships or deposit it in a stockpile area where up to 160,000 tons of ore can be stored.

Ship-loading capacity of the port equipment is 1,200 tons per hour.

First indication of the important manganese deposit at Moanda were revealed in preliminary tests made before World War II by the French Geological Service. Between 1951 and 1953, the Bureau of Mines of Overseas France and the U.S. Steel Corporation together undertook serious research on the deposit.

In 1953, COMILOG was incorporated by U.S. Steel and French interests as a Gabonese corporation with a capital of about $600,000; capital was raised to approximately $10 million in 1957. COMILOG also received supplemental financing from the Caisse Centrale de Cooperation Economique (French), and a loan of $35 million from the World Bank.

Total investment in the project now stands at about $98 million including mining equipment, workshops, the cable-car system, the railroad, port installations at Pointe Noire, costs of studies, operating expenses during the construction period, and costs of financing. U.S. Steel

CLEARING THE PATH: Native workmen employ their primitive but razor-sharp pangas to clear away underbrush which threatens to clutter up the railroad's slim lifeline to world markets. (World Bank Photo)

presently holds 49% interest in COMILOG.

In view of the world manganese situation which is one of relatively easy supply, COMILOG's output will be limited to 500,000 tons per year although capacity of the operation is considerably higher; the price of manganese on the world market has fallen by 32% since the inception of COMILOG in 1953.

Of the 500,000 ton annual production, U.S. Steel has the option to take 49%. French steel manufacturers of the European Coal and Steel Community will take about 200,000 tons of the Moanda output, and other members of the Community are expected to take the remaining 50,000 tons.

Benefits both economies

The exploitation of manganese is an important step in Gabon's industrial development. Besides looking forward to an appreciable increase in revenues from taxes and duties, the Gabonese Government plans to work closely with the company in social and education programs designed to raise the standard of living of Gabonese workers.

The operation will contribute greatly toward formation of a cadre of skilled workers—operations at the mine and along the cable-car system will normally employ from 700 to 800 persons—as well as to the growth of subsidiary and service industries and businesses.

Development of the Moanda deposits also promises to benefit the Congolese economy. The COMILOG rail line in Congo will open for development areas that have hitherto been inaccessible and bring the benefits of modern transport to people living near the railroad.

Seven stations will be opened for passenger and freight service along the route from M'Binda to Dolisie, and it is anticipated that this will provide a major stimulus to development of this area.

COMILOG operations will also bring increased employment and revenue to Pointe Noire, where the Congolese Government is anxious to promote greater industrial development.

General Telephone sells phones to Ecuador cities

Dial exchanges are being installed in 13 cities of Ecuador by General Telephone & Electronics International, Quito. Completion of the projects, in 1963, will increase this country's telephone service by approximately 30% — from about 17,000 lines to over 22,000 lines.

The exchanges will be municipally-owned and will provide some cities with their first telephone service. Along with modern dial telephone service (all single party lines) subscribers will have telephones in a number of colors.

$5 million IDA loan will help Turkey's private enterprise

Funds will be allocated only to private industrial undertakings

The International Development Association, an affiliate of the World Bank, has extended a development credit equivalent to $5 million to Turkey. The Government will re-lend the funds to the Industrial Development Bank of Turkey, a privately-owned institution which finances private industrial undertakings in Turkey. The credit will provide the Development Bank with foreign exchange for projects requiring imports of equipment from abroad.

The Industrial Development Bank of Turkey (IDB) was established in 1950 through the joint efforts of Turkish private interests, the Government and the World Bank. Before IDB was set up, Turkish private industry was handicapped by the virtual absence of a capital market to provide long-term funds for industry.

It has become an important institutional source of long-term finance for private industry; it has pioneered in familiarizing Turkish industry with more modern techniques of investment planning; and has earned a reputation as an adviser on the technical and financial aspects of industrial enterprises.

Guatemala is 27th nation to receive AMF pinspotters

Twelve leading Guatemalans recently rolled golden inaugural bowling balls in unison down the 12 American Machine & Foundry Company equipped automated lanes of their nation's first tenpin bowling center to launch the sport in Central America.

General Miguel Ydigoras Fuentes, president of Guatemala, was among the nation's dignitaries to take part in the opening ceremony at Boliches Electronicos Ltd.

Guatemala thus becomes the 27th country in which AMF has introduced tenpin bowling outside of the U.S. and Canada since it began taking the sport abroad 2½ years ago. There are now more than 89,000 AMF Automatic Pinspotters operating worldwide.

TALK TRADE: Mr. Moise Traore, Upper Volta's Minister of National Economy, shakes hands with Mr. William B. Dale, former Deputy Assistant Secretary of Commerce, during their recent talks on expanding Upper Volta-U.S. trade. Mr. Dale is now the U.S. Executive Director of the International Monetary Fund.

Upper Volta encourages U.S. trade, investment

Investment code, 5-Year Plan are keyed to private capital; retail co-ops compete with previously dominant European firms

U.S. trade with Upper Volta in 1961 was very small, with the U.S. exporting $341,000 worth of merchandise to the country and importing nothing in return.

However, the Government of Upper Volta is anxious to promote an expansion in the country's trade with the U.S. as well as increased participation of American private investors in Upper Volta's economic development, according to the U.S. Embassy in Quagadougou.

These points were brought out by Upper Volta's Minister of National Economy, Mr. Moise Traore, when he headed an Economic and Good Will Mission to the U.S. in September. At a meeting with Department of Commerce representatives in Washington, Mr. Traore invited U.S. businessmen to participate in the modernization of Upper Volta's economy and help in the challenging task of developing the country's commerce and industry.

In addition to outlining provisions of the country's Investment Code designed to attract foreign private investors, the Minister and Mr. Pierre Danibou, Director of the Economic Plan, discussed Upper Volta's 5-Year Plan, now being prepared, which is scheduled to begin in 1963.

As envisaged now, the plan will involve a total expenditure of about $24 million (6 billion CFA francs)—roughly $5 million a year. These figures represent only targets, since industrial development will be left to private enterprise, and the Government, of course, has no way of knowing definitely how much private firms will invest.

Information has not yet been released as to the types of industrial projects to be recommended in the plan as being economically feasible. A Department of Commerce Trade Mission which visited Upper Volta in 1961, however, reported that opportunities for private investment appeared to exist in such industries as processing of local agricultural products, light manufacturing, processing of meats, hides and skins and related products, and possibly in a cement plant.

Broad program planned

The Voltaic Government has pledged to overcome obstacles impeding economic development, and has taken steps along a broad front to promote modernization of the country's economy.

Under the moderate and stable leadership of President Maurice Yameogo, Upper Volta has maintained close ties with the West while at the same time strengthening its association with moderate African regional political and economic groupings such as the Council of the Entente, the West African Customs Union, and the Organization of African States and Malagasy for Economic Cooperation.

President Yameogo has made it clear that the Government's policy on economic development is to promote the growth of a strong private sector. In line with this policy the Voltaic Government has enacted an investment code which provides liberal benefits to private businesses—both foreign and domestic—undertaking industrial investments in the country.

As another approach to encouraging new investment, the National Assembly enacted a law early in 1962 which enables the Government to form mixed government-private developmental corporations or to participate financially in such enterprises established at the initiative of private concerns. The purpose of this legislation is not to promote governmental control of business in Upper Volta but rather to provide a mechanism whereby the Government can lend its support to entrepreneurs requiring additional capital for new investment projects.

New retail outlets

Along slightly different lines in its program to modernize the country's economy, the Voltaic Government established a cooperative marketing organization, the Consumers' Cooperative of Upper Volta (CCCHV), last year.

The Cooperative, run as a business and paying the same taxes and duties on merchandise handled as private firms, is not intended to replace established private companies, but to introduce an element of more vigorous competition into Upper Volta's merchandising. Wholesale and retail distri-

bution in the country has been almost exclusively in the hands of European merchant firms, many of which enjoyed established positions and operated traditionally on a low-volume/high unit-profit basis.

Overall objectives of the CCCHV are to expand and improve Upper Volta's retail distribution system on the one hand, and encourage more extensive commercializaiton of the country's agricultural production on the other. The Cooperative's operations will also contribute to development goals by providing training for African personnel in managerial and technical roles.

Operations of the CCCHV have been successful thus far; 11 stores have been opened throughout the country, and 8 more stores are scheduled to open in the near future.

Although, in light of Upper Volta's foreign exchange limitations, dramatic expansion of U.S. exports to the country cannot reasonably be expected in the near future, the opening of these new retail outlets should be of interest to Ameriran exporters of such products as hand tools, hardware, footwear and clothing, and miscellaneous inexpensive consumer items.

Trade balance

Recent figures show that Upper Volta's imports rose dramatically to a value of $28.5 million last year compared with only $8.2 million during 1960. However, over the same period Voltaic exports fell in value from $4.3 million to $3.5 million, so that the country's deficit on trade account reached a record level.

Machinery and capital equipment for construction and developmental projects continued as the largest category of Upper Volta's imports in 1961. Imports of food products, finished and semi-finished textiles, and other consumer items also rose sharply, reflecting a growth in consumer demand; this trend is likely to continue as a larger proportion of the population moves from subsistence agriculture into cash farming and stock-raising and comes into contact with the money economy.

COTTON PADDING IMPROVED

Cotton batting can be chemically treated to make padding that holds its shape and remains resilient through long use, U.S. Department of Agriculture scientists report. Expanded markets for cotton in fine upholstered furniture, mattresses, and seats for automobiles, airplanes, and other vehicles are anticipated as a result of this new chemical process.

U.S. firm joins in IFC loan to Tunisian phosphate plant

Will operate around-the-clock 11 months of the year; most of yearly output will go to foreign markets

Along with U.S. and Swedish industrial interests, the International Finance Corporation (IFC) has agreed to finance NPK Engrais S.A.T., a new Tunisian company which will construct and operate a triple superphosphate fertilizer plant at the Port of Sfax. This is IFC's first investment in North Africa.

IFC's associates in the financing of the company are Aktiebolaget Forenade Superfosfatfabriker of Helsingborg, Sweden, the original sponsor of the project and the leading Swedish producer of sulphuric and phosphoric acids, and Freeport International, Incorporated, an American investment firm.

Each of the shareholders has agreed to reserve one-tenth of its stock for sale to Tunisian private investors.

The total investment in the new company will be the equivalent of $14.12 million, including $6 million in share capital.

NPK's plant will have an annual capacity of approximately 150,000 metric tons of triple superphosphate, to be produced from local deposits of rock phosphate. It will begin operations in 1965, and the production will be exported from Tunisia to growing markets abroad.

The enterprise will employ about 360 Tunisians, and Forenade has assured the Government that NPK will maintain a training program to advance the technical, administrative and managerial skills of the Tunisian employees.

A continuing effort will be made to enlist local investment in the company. The shares will be sold through Tunisian banks; and it is expected that investor interest will grow as the plant nears the production stage.

The plant will operate 11 months of the year, on a 24-hour-per-day basis. It will be built next to docking facilities at Sfax, on the Gulf of Gabes, about 250 kilometers south of Tunis. Sfax is the terminal for the railway from the rock phosphate mines in the interior, and is the principal port for shipments of Tunisian phosphate.

Very substantial quantities of the new company's production will be bought from NPK on a long-term contract by Forenade for distribution in Sweden. It is expected that much of the remainder will be sold in the developing countries of Africa and Asia. In all these markets, the use of phosphatic fertilizers is rising.

Viet-Nam will buy almost $13 million in PL480 food

The Government of Viet-Nam has agreed to purchase the following commodities, valued at almost $13 million, from the U.S. under Title I of PL480:

- 14,000 bales of cotton valued at $2.17 million;
- 13,000 cases of evaporated milk worth $80,000;
- 800,000 cases of sweetened condensed milk valued at $8 million;
- 4 million pounds of tobacco valued at $2.69 million.

Viet-Nam will also pay the estimated $650,000 cost of ocean transportation involved in shipping the commodities.

Proceeds from the sale will be used for common defense grants; payment of U.S. obligations abroad; and for various U.S. uses.

New shipping head boosts export expansion drive

James A. Farrell, Jr., co-founder, President and Director of Farrell Lines, has been named Chairman of the Committee of American Steamship Lines (CASL).

CASL is comprised of the 15 American-flag lines holding operating-differential subsidy contracts with the Government, and owning 300 ships serving 450 major world ports on the world's essential trade routes.

Accepting election to the top CASL post, Mr. Farrell said: "I hope to keep CASL continuing its far-reaching program of encouraging the expansion of international trade for American businessmen and to support all efforts to maintain a strong American Merchant Marine for commerce and defense."

Singapore eager for role as 'the New York of Malaysia'; industrial drive continues

Area offers prime market for wide variety of U.S. goods; several nations send missions to tighten trade ties

The strong support given to the Singapore Government's proposals in the referendum of September 1 for merging with the Federation of Malaya has done much to stabilize the economic situation and offers bright hopes for an upsurge in the near future.

The success of the referendum was largely due to the support of the large Chinese business community, which sees the merger as developing Singapore into "the New York of Malaysia," a phrase first used by the Prime Minister of Malaya, and now being used more and more to describe the coming role of the island city in the new union.

The Prime Minister of Singapore recently stated that his Government's 3 main objectives are to bring about the merger with the Federation, vigorously to pursue its housing construction program, and effectively to speed up the State's industrialization plans; he also warned it was the Government's duty to deal firmly and swiftly with those who tried to obstruct progress toward these aims.

Want American products

Sales opportunities in the Singapore entrepot area for American goods remained strong and appear to be increasing.

Specific marketing opportunities developed in Singapore during the last few months for the following commodities: tractor tires, tin-plate and tin-plate waste, office desk stationery, old newspapers, lawnmowers, poultry feeds, small electric motors, surplus diesel engines, cosmetics, cigarettes, fertilizers, office copying machines, veterinary medications, industrial chemicals, plant foods, powered chain saws and replacement parts, auto replacement parts, small aircraft, and coastal vessels of light tonnage.

The 3 territories of British Borneo, (Sarawak, North Borneo and Brunei), are potential sales grounds for the following products: pepper winnowing and cleaning machinery, rice (medium grade No. 5, maximum 25% broken), mosaic floor tiles and wall tiles, portable mace-processing machinery, tapioca and flour milling machinery, outboard motors (up to 60 H.P.), builders' hardware (door and window fixtures and padlocks), room air conditioners (1½ horsepower), office copying machinery, canned foods, sugar, wheat flour, light processing machinery for palm oil, cocoa and hemp, household fans, frozen poultry, mild steel round bars, water pumps, woodworking machinery, plywood and veneer manufacturing equipment, 33 inch blade chain saws, and tractor spare parts.

Singapore imports from the U.S. for the first half of 1962 exceeded those of the similar 1961 period by 6.3%. The principal imports continue to be industrial machinery (chiefly excavating equipment, air conditioners, and spare parts for machinery), tractors and parts, cigarettes, vitamins and vitamin preparations, perfumes and cosmetics, and prime tin-plate and tin-plate wastes.

Approximately the same categories of goods are being exported by American firms to the Borneo territories, with the notable addition of outboard motors of all sizes, which comprise a substantial portion of all U.S.-origin products shipped to these areas.

Interest in Singapore

Singapore is receiving considerable attention from other countries anxious to expand their commercial spheres of influence in the area. A number of trade missions have recently visited the island, and several trade shows were held which stirred consumer interest.

A 17-man Japanese Economic Mission visited Singapore, the Federation of Malaya and the Borneo territories in September to promote economic cooperation between Japan and the various partners of the coming Malaysia. Indonesia sent a team to conclude talks with Singapore trade officials concerning barter trade arrangements, and an Indian delegation investigated possibilities for enhanced exports of machinery and engineering tools.

Among several recent trade shows and exhibitions, there was a 5-day Accounting Machine Exposition in July, 2 one-week "trade shows" at 2 amusement parks, and a live color television demonstration in August by a Japanese electrical company.

New steel mill

The Singapore Government is continuing its drive to industrialize rapidly. Large portions of the Jurong Industrial Estate have been cleared and several sites for new industries allocated.

Amid considerable pomp and circumstance, cornerstone laying ceremonies for the first large-scale venture to be located on the Estate, the National Iron and Steel Mill Company Limited, were held in mid-September. Initial production of rolled iron and steel items, expected to meet much of the area's local needs, is expected to begin in April or May 1963.

The Economic Development Board, charged by the Government with guiding its industrialization program, has announced the establishment of a Small-scale Industries Service Unit to assist smaller manufacturers with their expansion and modernization programs, and has prepared several industry reports dealing with industries which the Board would like to see established on the island.

Tentative agreement has been reached on a Japanese-Singapore Government joint shipbuilding venture, providing for partial Singapore Government ownership, in a shipyard at the Jurong Estate. The yard will be capable of handling ship repairs for tonnages up to 10,000 gross tons, and ship construction of from 3,000 to 4,000 gross tons capacity.

Final pioneer status (relief from income tax) was given to the manufacture of animal-feed mixes, regenerated lubricating oils, and prefabricated standard steel-frame buildings. Provisional pioneer status was given to firms planning to manufacture ceramic ware, steel office furniture, safes, sensitized photographic paper, carbon paper, wearing apparel, and nylon knitted goods.

American manufacturers of machinery for these industries may find opportunities for sizeable sales, and should contact the Investment Promotion Division, Economic Development Board, 2nd Floor, Fullerton Building, Singapore.

Private manufacturing concerns starting operations within the past few months include Shell Bitumen Manufacturing (S) Ltd., a new ice-cream plant, a plant manufacturing lubricants and brake fluids, and a large coffee roasting plant.

Belgian oil dealer loses export rights

Suspected of shipping products originating in U.S. to Cuba

The Bureau of International Commerce has temporarily denied all U.S. export priviliges to Wolf Oil Corporation, S.A., and its general manager, Paul A. H. Wolfs, both of Hemiksem, Antwerp, Belgium, pending conclusion of investigations into their apparent violations of U.S. export control regulations.

The temporary order was issued to prevent Wolf Oil Corporation from obtaining additional U.S.-origin goods for unlawful transshipment to Cuba. The order, dated November 21, is effective for 90 days, and may be extended until the Bureau's investigations and findings have been completed.

The Bureau said it has reason to believe that Wolf Oil completed 1 unlawful transshipment of U.S.-origin petroleum products to Cuba before its activities were uncovered by U.S. authorities. Although 2 subsequent attempts at transshipment were frustrated, Wolf Oil is persisting in its efforts to obtain U.S.-made pertoleum products from suppliers abroad for shipment via third countries to Cuba.

BIC officials cautioned U.S. suppliers, and especially overseas distributors of such goods, to be on the alert for transactions moving outside regular channels and involving other than regular quantities. Wolf Oil operates through intermediaries in its attempts to purchase the products, concealing the intended Cuban destination. It has shown particular interest in bright oil stock which is used to blend and upgrade other oils for lubrication of engines and machinerv.

The denial order prohibits Wolf Oil Corporation, Paul Wolfs, and all persons and firms which are or become associated with them in the conduct of trade, from engaging in any transactions involving U.S.-origin goods or technical data. This prohibition includes the ordering, receiving, disposing of, forwarding, financing, transporting, or other participation in U.S. exports, either directly or indirectly. The order further states that no other person or firm may deal with or on their behalf in any such transactions.

Taiwan agrees to buy over $45 million in PL480 food

Agreement has been reached between the Republic of China (Taiwan) and the U.S. on a 3-year program under Title I of PL480 for the sale of 23 million bushels of wheat valued at $40.71 million; 590,000 bushels of corn worth $710,000; 44 million pounds of tallow valued at $3.94 million; and 1.76 million pounds of lard, valued at $230,000.

The estimated cost of ocean transportation for the commodities is $6.12 million, and will also be paid by the Republic of China.

The proceeds from this sale are to be used for common defense; loans for economic development; loans to U.S. and Chinese private business firms; payment of U.S. obligations abroad; and for various other U.S. uses.

$25 million AID loan helps Indian power

All equipment and services for 300-megawatt thermal plant will be procured in the U.S.

A new $25.1 million U.S. loan to India will help finance new electric power facilities to meet a serious shortage of energy in industrial areas of 2 central Indian states.

The loan will provide the dollar costs of establishing a 300-megawatt thermal power plant at Satpura in Madhya Pradesh State. The plant will also serve neighboring Rajastan State.

All equipment and services financed by the loan will be procured from the U.S. Five 60-MW turbo-generators will be supplied by the International General Electric Co. Other equipment to be purchased in the U.S. includes coal and ash handling, electrical and construction equipment. A firm of U.S. consulting engineers will also be retained. The first unit is expected to begin operation in about 3 years, with full production by 1966. Besides the U.S. financing, the United Kingdom will provide credits equivalent to $7.6 million in pounds sterling. India will furnish the local currency costs, estimated at the equivalent of $31.1 million.

34 states share in AID-financed October exports

$28.7 million in October orders pushes '62 total past $185 million

Thirty-four states shared in more than $28.7 million worth of foreign aid financed orders recorded by the Agency for International Development during October.

The sales to commercial and industrial firms and government agencies in countries where the U.S. has economic assistance programs are financed through U.S. development loans or other forms of assistance. They include industrial and agricultural goods being marketed in the assisted countries or used in specific development projects. The usual transaction involves the foreign purchaser buying directly from the American supplier with credits furnished by the U.S. Government.

Because U.S. assistance agreements emphasize procurement from American sources, approximately two-thirds of the money which finances American aid overseas remains in the U.S. economy.

Addition of the October figure places the U.S. procurement total recorded by AID during the first 10 months of this year above $185 million, spread through 44 states and the District of Columbia.

Figures are compiled from bank reports of letters of credit for overseas transactions. The actual volume of American production generated by foreign aid is higher, since these initial reports from banks include only letters of credit exceeding $10,000 and the totals reflect that production directly traceable to individual states, not including some agricultural commodities procured over wide areas.

CORRECTION

On page 22 of the November 19 issue of International Commerce, we incorrectly listed the annual airmail subscription to the Commerce Business Daily as $56. Due to rising postal rates, the cost of the Commerce Business Daily has been increased to $62 per year if delivered by air mail.

Refrigerator imports into France from other 'Market' countries may be blocked

Treaty of Rome clause invoked in appeal to EEC Commission; approval of ban would not affect direct imports from U.S.

France has appealed to the Commission of the European Economic Community for permission to suspend imports of refrigerators from other Common Market countries, the U.S. Embassy in Paris reports. This would give the French refrigerator industry time to adjust to increasing Common Market competition which has disrupted the French domestic market in recent months.

Stopgap

Under Article 226 of the Treaty of Rome, a member state may request authorization for such action during the transitional period, if serious and continuing difficulties have been experienced in a particular sector of economic activity. This is the first time such an appeal has been submitted by the French Government. If approved, the action would not affect direct imports from the United States.

Prolonged cool weather

The growing volume of imports from Common Market countries, particularly Italy, coupled with mediocre sales due in part to a cool, long-lasting spring, have forced several French companies to halt or curtail production. Among the companies affected was the Frigidaire Division of General Motors, which on September 1 laid off 684 persons at its Gennevilliers plant.

Total French production for 1962 is currently expected to be about 800,000 units, down 18% from the 970,000 recorded last year. Imports, on the other hand, are expected to rise 300% over the 85,000 units imported during 1961. Italian imports alone totaled 160,000 units for the first 9 months of the year, and now account for about one-fifth of total French domestic sales.

Nicaragua: duty refunds

Nicaragua has authorized the refund of customs duties paid by manufacturing firms on imported raw materials and packaging items when the manufactured products are exported, the U.S. Embassy in Managua reports. The basis for this privilege is Nicaragua's Industrial Encouragement Law (see World Trade Information Service, Part 1, No. 59-6).

Auto import ban lifted by Syria for some vehicles

Cars, cycles may enter provided exchange not purchased locally

Syria has lifted restrictions in effect since April 1960 on the importation of automobiles and other gasoline-operated vehicles.

There are, however, limitations on the kinds of vehicles that may be imported as well as on means of payment. Gasoline-operated passenger cars of any horsepower, motorcycles, and bicycles may be imported provided that the foreign exchange is not purchased on the local market, but rather is supplied from importers' accounts abroad.

Trucks, others

The Government will provide foreign exchange for importation of dump trucks, pick-up trucks, refrigeration trucks, and small vehicles of 4-wheel drive if they are gasoline-operated. Restrictions still remain on importation of buses, gasoline trucks and conventional cargo transport trucks.

Many Syrians have shown a preference for American automobiles, but if orders cannot be filled promptly in this automobile-starved market they may turn to the European-made car rather than wait 6 or 8 months for an American car. Since customs rates and taxes are based on weight and horsepower, demand will probably be higher for compact cars.

Saudi Arabia strengthens controls on drug imports

New and more stringent regulations for the import licensing of pharmaceuticals and medicinal preparations have been issued by Saudi Arabia.

Only pharmaceutical products registered under the new laws may be imported. Registration of previously licensed pharmaceuticals and medicinal preparations continues in effect until the end of the period specified on the official registration certificate.

Among items to be included with the application for registration is an official certificate issued by the Ministry of Health of the country of manufacture, incorporating: drug name, the composition of each pharmaceutical ingredient, a declaration that the product is used in the country of manufacture under the same name and with the same composition, and a description of the method employed in analyzing each pharmaceutical ingredient in the product.

Copies of the new registration requirements may be obtained from the Near East-South Asia Division, Office of Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

PARKING METERS FOR DUTCH

More than 600,000 Dutch car owners and numerous scooter drivers will soon be fumbling in their pockets for the right change to insert in parking meters. A draft bill has been approved, authorizing municipal boards to install meters. U.S. manufacturers would do well to line up Dutch agents to get at least some of the business likely to arise from this development.

Costa Rica slashes licensing fees paid by commercial fishing boats

New law sets $1-per-ton tax on trans-shipments of tuna or fish liver in Costa Rican waters; process ships need permit

Costa Rica has modified licensing fees, taxes and permits on commercial fishing, effective October 23, 1962, the U.S. Embassy in San Jose reports.

Vessels engaged in maritime fishing or in transporting products therefrom will pay an annual registration fee as follows: base ships receiving trans-shipments, 2,500 colones ($375.93); commercial craft operated by fixed motors, with a length of 40 feet or more, 200 colones ($30); commercial craft operated by fixed motors, with a length between 21 and 40 feet, 150 colones ($23); commercial craft operated by fixed motors, with length up to 20 feet, 50 colones ($8); sports fishing craft with length of 26 feet or more, 100 colones ($15); sports fishing craft with length between 19 and 25 feet, 50 colones ($8) and sports fishing craft with length up to 18 feet, 25 colones ($4).

Formerly higher

Previously fees on fishing craft ranged between $150 and $500, depending on gross tonnage.

A tax of $1 per ton (of 1,000 kilograms) has been set on trans-shipments of tuna fish or fish liver inside Costa Rican waters. Foreign flag ships handling such trans-shipments within Costa Rica territorial waters—if they have up to 50% and not less than 20% Costa Rican nationals in their crews—are taxed at $.75 per 1,000 kilograms. Costa Rican flag ships in such work—if they have at least 80% Costa Rican nationals in their crews—are subject to a tax of $.25 per 1,000 kilograms.

In addition there is a tax of .03 colon (½¢) per kilogram on shrimp, lobster or "corvina" to be exported.

Special permits

Processing-plant ships for marine products are to operate under special permits to be issued by the Department of Conservation and Fishing, Ministry of Agriculture. Such permits are to be issued under the best possible conditions for the interests of the nation provided Costa Rican installations are inadequate for the processing of such products.

> Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

CEYLON—Bell Industries, Colombo, awarded contract for **barbed wire,** at 47.90 rupees ($10.06) per cwt. Saleem Stores, Colombo, awarded contract for **staples,** at 51 rupees ($10.71) per cwt.

GREECE—Contract for the construction of **Acheloos river dam** at Kremasta jointly awarded to Perini Corporation, 71-73 Mount Wayte Ave., Framingham, Massachusetts, and Morrison-Knudsen of Asia, Inc., Boise, Idaho. Value is $31,500-000. Project involves construction dam with all civil engineering works related to it, installation of generators and related mechanical equipment of hydroelectric plant.

NIGER—Copperweld International of New York to install approximately 6,400 kilometers of **telephone lines.** Total of $1 million (246.1 million CFA) worth of telephone lines, poles and related equipment to be delivered over next 6 to 8 months. $655,000 (160.7 million CFA) to be shipped from U.S., AID-financed. $348,000 (85.4 million CFA), financed under the French aid program and procured in France, to be supplied by French firms in cooperation with Copperweld.

Lower prepayment allowed by Greece on some imports

Move is first step under recent agreement with EEC

Under the Association Agreement between Greece and the European Economic Community (effective Nov. 1, 1962), Greece has taken the first step in liberalizing prepayment requirements on imports of certain commodities, the U.S. Embassy in Athens reports. The new reduced advance payments will apply not only to EEC members but also to non-EEC countries including the United States.

Changes in lists

The changes—under Foreign Trade Board Decision No. 59081, dated October 30—are summarized below:

(a) Transferred to Import Commodity List F100, with its reduced prepayment requirement, are all commodities formerly on List 200 (a wide range of cotton, woolen, synthetic fiber, and silk fabrics). These commodities had been subject to a cash prepayment of 280% of c.i.f. invoice value on application for an import approval (of which 80% was against import duties).

(b) Prepayment requirements for commodities in Commodity Lists F100 (i.e., cash prepayment of 100% of c.i.f. invoice value plus 40% against eventual import duties) and F50 (i.e., cash prepayment of 50% of c.i.f. invoice value plus 20% against import duties), have been reduced by 10% on imports from all countries. Accordingly, commodities on List F100 will hereafter be subject to a cash prepayment of 126% on c.i.f. invoice value (instead of 140% as heretofore), and commodities on List F50 to a cash prepayment of 63% (instead of 70%).

Iran to allocate $1,867 million in 3d-Plan program

5½-year total is reduced from earlier estimate

Allocation of $1,867 million in estimated expenditures for Iran's 5½-year development program has been approved by the Council of Ministers, as were disbursements totaling $133.3 million for the 6-month period from Sept. 23, 1963.

The Third Plan outlay, scaled down from an earlier $2,533 million estimate, will cover September 1962 through March 1968 and will be distributed as follows (in millions of dollars with percentage of the total in parentheses): agriculture, 404 (21.7); industries and mines, 240 (12.9); power and fuel, 348 (18.7); transportation and communications, 400 (21.4); education, 180 (9.6); health, 133 (7.1); manpower, 83 (4.4); urban development, 68 (3.6); other, 11 (0.6).

Disbursements for the first 6 months of the Third Plan have been allocated as follows (in millions of dollars): agriculture, principally for regional development and irrigation, 43.7; industries and mines, mainly for investment in new Government enterprises, 3.9; power and fuel, largely for developing electricity for small towns, 2.5; transportation and communications, over 80% for developing and maintaining roads, 44.4; education, 9.9; health, 9.1; manpower, 3.8; urban development, 15.7; and other, 0.3.

Under the previously approved Plan Law, financing will come principally from Government oil revenue, but also from domestic and foreign borrowing. In the first 6 months, the Government hopes to allocate 55% of its oil revenue to the Plan. In the next 5 years, it is planned that Government oil revenue allocations will range from 60% in the first full year and rise 5% yearly to 80% in the last year. In addition, the Government is authorized to raise a maximum of $533 million in domestic and foreign loans.

ECUADOR: SAVINGS & LOAN

Ecuador's first savings and loan association, designed to finance housing construction, is ending a successful first year, during which initial deposits of 67,000 sucres ($3,685) rose—by October 31—to 1.3 million ($71,507). Currently processing 150 loan applications averaging about 50,000 sucres ($2,750) each, the Pichincha Savings and Loan Association of Quito desires to affiliate with a U.S. home builders association.

Colombia stops imports in money crisis

Action is temporary expedient as crisis bills are weighed

Colombia's November 7 action (Decree No. 2922) transferring to the list of prohibited imports all goods previously classified by their tariff positions in the prior-import-license and free-import lists, is described by the Government as strictly temporary, the U.S. Embassy in Bogota reports. Shipments registered before November 7 are not affected.

Other measures to deal with Colombia's financial crisis have been presented to Congress by the Minister of Finance. Highlights of his program include: (1) a surcharge of 2.30 pesos on the peso certificate rate, now 6.70 pesos per U.S. dollar; (2) an income tax increase; (3) a gasoline and beer tax increase; (4) authority to revise customs duties; (5) an increase in inheritance and gift taxes; (6) an increase in consumption taxes; and (7) improvements in tax collection procedures.

Guatemala's new sliding tax scale increases burden on quality coffee

A sliding tax scale based on coffee prices and placing a heavier burden on higher priced coffee, effective October 3, 1962, has been imposed by Guatemala in a revision of its coffee export tax.

The new tax rates, reported by the U.S. Embassy in Guatemala City, are:

Price per quintal *		Tax calculation per quintal	
	Amount	*plus*	*on excess over*
Up to $20.00		10%	
$20.01 to $25.00	$2.00	12%	$20.00
$25.01 to $30.00	$2.60	15%	$25.00
$30.01 to $35.00	$3.35	20%	$30.00
$35.01 up	$4.35	30%	$35.00

* One quintal equals 101 lbs. (or 46 kilograms.)

The tax will apply to green coffee, roasted coffee, soluble coffee, coffee extracts, ground coffee and roasted coffee beans. Exports of coffee essences are duty-free. Exports of cherry coffee are prohibited.

Previously the export tax on coffee was 10% when prices were below $30 per quintal. When prices were between $30 and $60 per quintal the tax scale varied between $3.50 and $10. Over $60, coffee exporters were taxed at the rate of $10 plus 25% of the excess over $60 per quintal.

New Zealand paves way for stepped-up auto imports

New Zealand has announced a proposal aimed at increasing imports of motor cars without any drain on the normal funds available for private importing under the import licensing regulations. The Government has indicated its willingness to permit overseas motor car manufacturing companies to bring in necessary capital for expansion in the form of motor vehicles, and at least 3 of the major motor car companies have submitted such schemes to the Government.

Over $289 million

The proposed capital investment by the 3 companies would aggregate more than $280 million, representing an inflow of an extra 3,000 cars over and above normal import allocations. A condition of this new scheme will be that £1 in every £5 involved must be remitted to New Zealand through normal banking channels. This means that if the motor companies make investments in New Zealand aggregating $280 million, the official exchange reserves will benefit by $560,000.

Pakistan planning construction of thermal power station

Proposed works involve supply, delivery, erection, testing, commissioning of civil engineering; bid documents soon to be released

The Karachi Electric Supply Corp., Ltd., through its consulting engineers, Kuljian Corp., Philadelphia, plans to release bidding documents requesting sealed proposals for supply, delivery, and erection of civil works for the 132,000 kw. Korangi Thermal Power Station 9 miles southeast of Karachi, immediately east of the Pakistan Air Force Training School, and on the north shore of Korangi Creek and the Arabian Sea.

Phase 1 for supply and erection of the mechanical and electrical equipment was announced July 5, and bids are scheduled for Dec. 12.

An application has been made to the Agency for International Development (AID) for financial assistance on the U.S. dollar portion of this project to be covered by loan 21.

Proposed work involves supply, delivery, erection, testing, and commissioning of civil works to be bid under the following phases on the approximate dates indicated:

Phase 3: Complete foundations and land improvements including but not limited to 25,000 sq. ft. of temporary steel sheet piling and removal; 5,000 cu. yd. machine and hand earth excavation; 200 each wellpoint and dewatering equipment for groundwater head, up to 50 ft.; 1,000 each 100 ton cap. concrete piles about 50 ft. long; 150 tons deformed reinforcing bar bending and placement; 15,000 sq. ft. concrete formwork and removal; 2,000 cu. yd. reinforced concrete foundations; miscellaneous setting of inserts in concrete, such as sleeves, anchor bolts for major equipment elements; 5,000 sq. yd. metallic waterproofing of pits and trenches; 2,000 cu. yd. power compacted earth backfill around deep foundations in 4-in. layers; 5,000 cu. yd. earth fill borrowed within 2 mile haul and power compacted in graded and road areas; 2,000 linear ft. pipe culverts including backfill; 15,000 sq. yd. bituminous macadam and bituminous concrete paving; 400 linear ft. railroad track with ties and 90 m. rail; 5,000 linear ft. masonry and/or chain link fence; miscellaneous excavation of trenches for installation of utility piping by others, compacted backfilling after completion of testing. Bid documents will be issued Nov. 27, and bids will be opened Jan. 25.

Phase 5: Complete circulating water system and associated waterfront including but not limited to 100,000 cu. yd. submarine dredging and disposal; 20,000 sq. ft. permanent steel sheet pile bulkhead; 40,000 sq. ft. temporary steel sheetpiling and cofferdams to resist wave action, and removal of sheetpiling; 50,000 cu. yd. machine and hand earth and rock excavation below groundwater level; 500 each wellpoint and dewatering equipment for groundwater head up to 50 ft.; 200,000 sq. ft. concrete formwork and removal; 750 tons deformed reinforced concrete water conduits; miscellaneous setting of inserts in concrete, such as sleeves, anchor bolts, miscellaneous iron; 120,000 sq. ft. tar epoxy waterproofing paint; 25,000 cu. yd. power compacted earth backfill around and over water conduits; 30,000 cu. yd. surplus earth excavation disposal by compacted grading within ½ mile of site; 8 settings of 8 x 15 ft. cast iron sluice gates and control stands; 5 settings of 12 x 35 ft. steel trash racks; 12 settings of 12 x 36 ft. steel stop log gates; 5 settings of 36 in. diam. cast iron manhole frames and covers; miscellaneous setting steel supports and covers; installation of 500 hp. circulating water pumps, traveling water screens, gantry cranes; and other miscellaneous equipment will be arranged under other contracts. Bidding documents were issued Nov. 15, and bids will be opened Jan. 17.

Bidders will be required to submit qualifications and must agree to perform on the site, with their regularly employed organization and equipment, work equivalent to at least 50% of the total cost of the work to be performed under the contract.

All proposed subcontractors must be identified, and payment and performance bonds will be required.

A set of bid documents is available for examination in the offices of the Kuljian Corp. in Philadelphia and Karachi to enable prospective bidders to determine their ability to comply with the requirements of the bid documents.

A deposit must be made in the form of a certified check for each set of documents as follows: $500 for the complete set of phases 3 and 5, $300 for a complete set of either phase 3 or 5 only.

Deposits will be refunded after the bidder has complied with the following: Qualification by work on projects of equivalent or larger size; submission of complete bid for either phase 3 or 5; return of complete bidding documents without any marks on them.

Sealed proposals must be delivered by 9 a.m. local time on the dates indicated to the Kuljian Corp., 1200 N. Broad St., Philadelphia 21 (attention George W. Bond, Purchasing Agent), with duplicate sealed copies sent to the Office of the Managing Director (Agents), Karachi Electric Supply Corp., Ltd., c/o Pakistan Embassy, Washington, D.C.

Each proposal must be accompanied by a bid bond or certified check equal to 5% of bid price.

Bid documents for the building superstructure and electric transmission ties to the existing transmission system will be indicated later.

Wheel turning lathe wanted by New Zealand

The New Zealand Government Railways, Comptroller of Stores Office, Private Bag, Wellington, C.1, New Zealand, has issued tenders calling for sealed bids on 1 heavy duty wheel turning lathe to C.M.E. spec. 898, bid deadline Mar. 6; 1 "motor" suspension bearing journal reconditioning machine to C.M.E. spec. 899, bid deadline Feb. 13.

Tender documents (ref. 1890 S.62/1891) may be obtained from the New Zealand Government Senior Trade Commissioner & Commercial Counselor, 1145 19th St., N.W., Washington 6, D.C.

Petroleum testing apparatus deadline extended by U.A.R.

The United Arab Republic has extended from Nov. 10 to Dec. 22 the bid deadline for petroleum testing instruments. (INTERNATIONAL COMMERCE, Oct. 1, p. 28.)

Added to the specifications are items 56 through 95, including but not limited to various types and quantities of refractometers, gasmeters, hydrometers, gage manometers, micromoisture apparatus, and other accessories and parts.

Bids should be addressed to the General Petroleum Authority, Suez, U.A.R., from whom tenders and specifications are available.

Correspondence should cite tender 16. (WO 7-2312.)

Equipment needed for Manila airport

Sealed bids are being requested for various equipment, supplies, and materials for the Manila International Airport as follows:

Crawler tractor with anlgedozer, 75 DBHP; crawler tractor with angledozer, 113 DBHP; motor grader, 100 hp.; pneumatic wheel tractor with front rotary broom and rear rotary blade bush cutter attachments; front-end loader with back hoe attachments and a road roller, 8-10 tons, tandem. Dec. 11.

Automobile; automobile station wagon, pickup truck, ¾ ton; dump truck 3 cy.; garbage truck with containers; concrete mixer. Dec. 14.

Combined scrubbing and vacuum machine; electric hand dryer; fire entry rescue suit; proximity suit; self-contained breathing equipment for rescue and proximity suits; truck mounted crane ½ cy. Dec. 20.

Bids will be received at the D.P.W.C. Foreign Loan Office, Embassy of the Philippines, 1617 Mass. Ave., NW., Washington 6, D.C., until 10 a.m. on dates indicated, prices c.i.f. Manila.

Bid forms and specifications may be obtained at the above address or from the Commodities Export Opportunities Staff, BDSA 111, Room 4018, Department of Commerce, Washington 25, D.C.

India wants equipment for steel foundry

The Deputy Chief Mechanical Engineer (Steel Foundry), Chittaranjan Locomotive Workers, Chittaranjan, West Bengal, is inviting tenders for the following equipment:

18 lightweight high frequency hand grinders, tender SFM-62/09/43-A ($2.10), bid deadline Jan. 21; 1 room type rotating table shotblast plant, tender SFM-62/09/44-A ($5.25), deadline Feb. 11; 2 5,000 lb. cap. jolt type rollover moulding machines, tender SFM-62/09/47-A ($5.25), deadline Feb. 18; 1 core turnover and strip unit, tender SFM-62/09/18-A-3 ($2.10), deadline Feb. 11.

Tender documents may be purchased from India Supply Mission, 2536 Mass. Ave., N.W., Washington 8, D.C.—procurement worldwide.

Transformer substation bids sought for Ceylon

The Department of Government Electrical Undertakings of Ceylon is inviting tenders for supply and erection of transformer substations at Veyangoda, Pugoda, and Kelaniya.

Bid OM/C&S/T/IIAS/4/62 includes switchgear and accessories, power transformers, metering equipment, lighting equipment, cable, construction of roadways and station buildings—bid deadline Jan. 15.

Tender documents will be issued by His Excellency the Ambassador for Ceylon in America, Chancery, 2148 Wyoming Ave., NW., Washington 8, D.C., for a tender deposit of $52.50 and a tender fee of $10.50, tender fee not refundable.

A copy of the specifications is available for review or loan in the Power & Electrical Equipment Division, BDSA, Room 4217, Department of Commerce, Washington 25, D.C.

Highway project bids sought by Australia

Australia is inviting bids for the first section of the Sydney-Newcastle Expressway, the work comprising construction of a section about 4.8 miles long of the expressway between Hawkesbury River Bridge and Mount White in the shire of Gosford, together with subsidiary works including relocation of sections of the Pacific Highway.

Lump sum bids on prescribed tender forms accompanied by required qualification documents and a preliminary deposit equal to 1% of the bid price should reach the Secretary, Department of Main Roads, 309 Castlereagh St., Sydney, New South Wales, by 2:15 p.m. local time Feb. 28.

Copies of the specification, tender forms, and half-size drawings may be purchased from the Department of Main Roads for $33.75 (£A15); a set of full size drawings may be had for an additional $56.25 (£A20); not refundable.

Plans and specifications are available for review at the office of the Commissioner for New South Wales, Suite 1301, Canada House, 680 Fifth Ave., New York, N.Y., and in Room 4016, Department of Commerce, Washington 25, D.C.

Ethiopia invites bids for hospital project

Ethiopia is inviting bids on the Duke of Harar Memorial Hospital project at Addis Ababa.

Bid deadline is 10 a.m. Jan. 25 East African standard time, and bids should be submitted to the Imperial Ethiopian Government Ministry of Public Works & Communications, Addis Ababa, P.O. Box 384.

A set of contract documents may be obtained for $200 from the Technical Department of the Ministry of Public Works.

Greece extends bid date for cold storage plant

The Agriculture Cooperative Personnel Pension & Relief Organization Funds (TAYSO), Menandrou St., Athens, is announcing that tenders for supply and installation of mechanical equipment in a refrigerating and icemaking plant in Thessaloniki will be accepted until Dec. 14 rather than Nov. 16. (INTERNATIONAL COMMERCE, Nov. 5, p. 30.)

Specifications are available on a short loan basis from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-5589).

Greece invites tenders on testing instruments

The Greek Ministry of Commerce is inviting tenders for 14 kinds of testing instruments to be used by the Ministry of Public Works, including oscillographs, gamma-ray radiographic equipment, darkroom accessories, equipment used for testing reinforced concrete, and accessories and parts.

Bid deadline is Dec. 27.

Bids are to be addressed to and bid forms may be obtained from the Ministry of Trade, Direction General of Procurements, Direction C' State Purchases, Section D, Office II, 50 Socratous St., Athens.

Correspondence should cite ref. 317448/22774, tender invitation C/716.

A copy of the tender notice is available for review only from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-2312).

Furniture bids asked in Nigeria

The Federation of Nigeria is inviting bids until Dec. 11 for the supply of office and domestic furniture for Feb. 1963 through Jan. 1965.

Bids must be submitted on official tender forms which, together with drawings and specifications, may be obtained from the Chief Stores Officer, Administrative Division, Federal Ministry of Works & Surveys, Main Stores, Ijora, Lagos.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4016, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

012 Fruit, Tree Nut, Vegetable Farm Products

Netherlands

Citrus fruit; fresh apples, pears; edible nuts. Direct purchase and agency. C.V. de la Bella & Co. (importer, exporter, wholesaler, transit trader, agent), 59c Statenweg, Rotterdam 4.

111 Anthracite Mining

Yugoslavia

Anthracite for carburizing, 100 tons, free of excessive moisture, size range 0-5 mm., packaged in paper sacks of 10-20 kg.; samples requested. Zeljezara Zenica (manufacturer), P.O. Box 117, Zenica.

121 Bituminous Coal

Burma

● Bituminous straight coal, 500 tons, for Burma Army. Tender DPES.57/63, —bid deadline Dec. 15. Revolutionary Government of Union of Burma, Office of Director of Procurement, Defense Department, Rangoon.★ (WO 7-5440.)

179 Special Trade Contractors

Philippines

★★ Rice, corn miller requires storage facilities for rice, corn in Davao, Catabato, aggregating about 25,000 tons; estimated cost $1 million. Purchase on deferred payment basis, also partial equity, $50,000 down. Surico, P.O. Box 11, Davao City. NCIA. I.R.-24.

200 Food

Netherlands

Dried fruit, canned fruit, dehydrated vegetables, evaporated apples; all kinds of raw materials for food industry, including confectionery industry; brewery rice; corn grits, oil seeds, cattle feed. Direct purchase and agency. Firma Brusse & Sippel (importer, transit trader, agent), 89 Vondelstraat, Amsterdam West, or P.O. Box 630, Amsterdam.

201 Meat Products

Germany

Eggs, albumen, dried eggs, egg powder. Eier Weise Inh. Karl Weise (importer, wholesaler), 96 Sophie-Charlotte-Str., Berlin 19. WTD 11/15/62.

Scotland

Canned hams, chicken products, luncheon meat, especially canned whole chicken; good quality; min. 100 cartons. Direct purchase and agency. F. M. Terris (Celmor Foods) (importer, agent, wholesale merchant), 139 Bath St., Glasgow.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Netherlands

Canned fruit juices, dried fruit; edible nuts including almonds, hazelnuts, walnuts. N.V. Gebr. D. Schuitema (importer, exporter, wholesaler, transit trader, agent), 20 Herman Heijermansweg, Amsterdam.

Canned fruit including pineapples, apricots, peaches; California raisins, almonds, apricot kernels. W.O.J. Nieuwenkamp's Handelmaatschappij C.V. (importer, wholesaler, agency), 270 Herengracht, Amsterdam C.

220 Textile Mill Products

Australia

Vinyl, nylon upholstery, trimmings for use in automobiles, lounge chairs, suites. H.F. Trading Co., 187 Parramatta Rd., Camperdown, N.S.W., or Box 3208, G.P.O., Sydney. WTD 11/5/62.

Germany

Cloth fabrics, lining materials. Heinz Becker (commission merchant), 4-10 Oranienplatz, Berlin SW. 61. WTD 10/11/62.

Lining cloth of cotton, rayon, synthetic fibers, sateen, twills, taffetas, cretonnes, requests replies in German. Direct purchase and exclusive agency. Gebr. Schweizer Nachfolger (wholesaler), 7262 Hirsau, Schwarzwald, Uhlandstr. 6 or Postfach.

Silk fabrics, plain and printed: wool fabrics, plain and printed, fabrics for coats; cotton prints; apparel linings of rayon, cotton, synthetics; requests replies in German. Alfred Breuninger & Co. KG (importer, wholesaler), Stuttgart 1, Marktplatz 16.

Netherlands

Woven materials of nylon, polyester fiber, cotton for ladies' nightwear. Lingerie-Industrie May & Co. N.V. (importing distributor), P.O. Box 14, Zeist.

Norway

Drapery fabrics of spun rayon, cotton; printed, woven. A/S Koss (importing wholesaler), 43 Akersgaten, Oslo. WTD 10/10/62.

223 Broad Woven Fabric Mill Products, Wool

Netherlands

Worsted materials for men's wear, over 85% wool. Direct purchase and agency. H. F. Buseck (manufacturer's agent), 28 Schubertstraat, Amsterdam.

225 Knitting Mill Products

Ceylon

● Netting, mosquito, bleached, cotton, 50,000 yd., superior quality. Bid deadline Jan. 15. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (WO 2-4294.)

Jamaica

Knitted fabrics for sport shirts. Empire Traders (importer, wholesaler, retailer, commission merchant), 29 Orange St., Kingston. WTD 10/18/62.

227 Floor Covering Mill Products

Norway

Carpets of wool, wool-cotton-synthetic blends; modern designs, not oriental; sizes approx. 5'3" x 7'6"; 6' x 9'; 7'6" x 10'6", 9' x 12'; travel rugs of synthetic fabrics. Sigurd Bjornstad (importing wholesaler), 4 Sehestadsgate, Oslo. WTD 9/26/62.

228 Yarn, Thread Mill Products

South Africa

Elastic thread, nylon coated and cotton coated, approx. 600-800 lb. annually; mercerized combed peeler cotton yarn of 2/16 ply in assorted colors on cones, approx. 1,500 lb. annually; requests price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approx.). Footmaster

Co. (Pty)., Ltd. (manufacturer), P.O. Box 104, Parow, C.P.

229 Miscellaneous Textile Goods

Germany

Industrial cleaning textiles of all kinds, including newly developed products of plastic, similar material. Direct purchase and agency. Laufhuette G.m.b.H. (importing distributor), 58 Am Kruppwald, 425 Bottrop. WTD 11/2/62.

Artificial leather for upholstered furniture; requests replies from manufacturers only. Holtwicker Weberei Hermann Weyers (manufacturer, wholesaler), c/o Karl-Heinz Weyers, Holtwick/Westfalen Krs. Coesfeld. WTD 7/13/61.

Norway

Artificial leather for shoe uppers. Direct purchase and agency. Otto Olsen & Son A/S (importing wholesaler, manufacturers agent), Josefinesgate 18, Oslo. WTD 10/16/62.

230 Apparel

Austria

Sportswear, sport jackets; particularly novelty items. H. Madjera & Co. (importer, exporter, wholesaler), Vienna I, Boerseplatz 3. WTD 8/8/62.

239 Miscellaneous Fabricated Textile Products

Germany

All kinds of home furnishing fabrics, except synthetic fiber. Engelbert Stieger KG (importer, exporter, wholesaler), 7 Stuttgart-West, 23 Fritz-Reuter-Str. WTD 11/1/62.

242 Sawmill, Planing Mill Products

Rhodesia, Nyasaland

Material for making bee hives, particularly red cedar. Acme Green Grocers (wholesaler, retailer), P.O. Box 266, Gwelo, Southern Rhodesia. WTD 11/8/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Belgium

Prefabricated bungalows. Direct purchase and agency. R. Liem & A. Genicq, SPRL (manufacturer), 75 rue Slesbroeck, Zuen, Brussels. WTD 10/11/62.

Germany

Black walnut veneers 0.6-0.9 mm. thick. Walter Jessen & Co. G.m.b.H. (importing distributor), Herford/Westf., 180 Hellerweg. WTD 11/2/62.

Prefabricated bomb shelters for civil use. J.F.W. Reichardt & Sohn (building contractor), Wandsbeker Chaussee 29, Hamburg 23.

249 Miscellaneous Wooden Products

Netherlands

Wooden serving trays. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

252 Office Furniture

Japan

★★ Steel office furniture. Agency. Nichido Sangyo Kabushiki Kaisha, 12 Komatsu-Naka-dori 2 Chome, Higashiyodogawa-ku, Osaka. NCIA. I.R.-30. ★

262 Paper Mill Products

Germany

Paper used in making disposable or throw-away articles, such as paper blankets, shirts. Fritz Roller & Kreuser KG (importing distributor), Postfach 6806, Duesseldorf. WTD 10/18/62.

264 Converted Paper, Paperboard Products

Netherlands

Sanitary napkins. Direct purchase and agency, exclusive franchise for European Common Market. L.O. Sap (importing distributor), 2e Sweelinckstraat 88, The Hague. WTD 9/20/62.

265 Paperboard Containers, Boxes

Belgium

All kinds of boxes for cuff links. Gustave Pype (importer), 9a rue de Flandre, Ostend. WTD 10/11/62.

280 Chemicals, Related Products

France

Plasticizers for synthetic rubber; tannic acids, related tanning specialties such as suintine or yolk for processing, treatment of calfskins in tanneries; molybdenum disulfide; all new types of processing agents, compounds, solvents, chemicals. Direct purchase and agency. Huilerie Automobile Franco-Americaine ("HAFA") (importer, wholesaler, retailer, distributor), 156 ave. Saint-Vincent-de-Paul, Dax, Landes. WTD 10/18/62.

281 Industrial Chemicals

England

Fine organic chemicals, biochemicals for research, chemical intermediates; no drugs, finished pharmaceutical products. Direct purchase and agency. Kodak, Ltd., Research Chemicals Div., Kirkby, Liverpool. WTD 1/27/61.

Germany

Solvents of all kinds that can be shipped in bulk for lacquer, dye industry. Direct purchase and agency. Interorgana Chemiehandel G.m.b.H. (importer, exporter, wholesaler, retailer, sales agent, commission merchant), 9-11 Christophstr., Koeln a. Rh. WTD 11/9/62.

Madagascar

Prilled urea, 46% N; ammonium sulfate, 21% N; muriate of potash, CLK at 58-60% K_2O; requests replies in French. Direct purchase and agency. Comptoir de Commerce et de Representation de l'Ocean Indien (COROI) (importer, sales agent, commission merchant, exporter), ave. de Lattre de Tassigny or B.P. 428, Tananarive. WTD 10/16/61.

Malaya

Monosodium glutamate. Khoo Soo Beow Co. (importer, wholesaler), 60 Prangin Lane, Penang.

Norway

Flameproofing compounds for textiles. Ingeniorfirmaet Viking (dealer, contractor), Storgaten 38, Oslo. WTD 11/5/62.

Pakistan

■ Chemically reactive dyestuffs. Loan 53; U.S. source. II216582. Bid deadline Dec. 16. Mohamed Shariff & Bros., Rampart Row, Karachi 2. ★

■ Coal tar dyestuffs. Loan 53; U.S. source. IL229671. Credit amount $7,370. Bid deadline Dec. 18. Chemical Industrial Corp., C/3, S.I.T.E., Manghopir Rd., Karachi. ★

■ Chemically reactive dyestuffs. Loan 53; U.S. source. IL216582. Credit amount $5,800. Bid deadline Dec. 19. Mohamed Shariff & Bros., Rampart Row, Karachi 2. ★

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Plastic foils for curtains, draperies, table covers; requests replies in German. Gummi-Kalmann (retailer, wholesaler), Postfach 3509, 48 Bielefeld. WTD 11/6/62.

Japan

★★ Synthetic fiber waste—nylon, polypropane, nylon tire cord. Seiwa Trading Co., Ltd. 1-6, Sakomae-cho, Nakamura-ku, Nagoya. NCIA. I.R.-49.

283 Drugs

England

Pharmaceutical products of high ethical standing, prescription products offering distinct therapeutic advantages; preferably preparations used in specialized fields of medicine such as ophthalmology, radiology. Direct purchase and agency. Lewis Laboratories, Ltd. (manufacturer, importer, exporter), Knowsthorpe House, Knostrop Lane, Leeds 9. WTD 4/11/62.

Germany

Galls (gallnuts), 10-15 ton lots. August Goetze Nachf. (importer, exporter), Badestr. 36, Hamburg 13.

Pakistan

■ Pharmaceutical medicinal preparations, acid citric granulars, caustic soda flakes, soda ash, soda bicarbonate, acid acetic glacial. Loan 53; U.S. source. IL-202329. Credit amount $5,880. Bid deadline Dec. 17. Beli Ram & Bros., Moghalpura, Lahore. Cable: BELIRAMBRO. ★

■ Pharmaceutical medicinal preparations. Loan 53; U.S. source. IL261790. Bid deadline Dec. 17. Jamil Soap Works, Ltd., P.O. & Dist. BOGRA, East. Cable: JASCO, Bogra. ★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Netherlands

Cosmetics such as lipstick, nail polish, powders, face creams, lotions; new cosmetic products for men. "Beau Monde" (retailer), 518 Amsterdamseweg, Amstelveen.

285 Paints, Varnishes, Lacquers, Enamels

Iraq

Oil, water paints, paint remover, thinner, paste wood filler, related products. Direct purchase and agency. A Hadi Saleh Mandob (importer, wholesaler, retailer, commission agent), 18/46 Victory St., Karkh, Baghdad. WTD 11/2/62.

● 1,200 imperial gal. signal red paint, 3,600 imperial gal. middle brown paint, delivery to Dura Refinery. Terms, specifications available from Government Oil Refineries Administration (GORA), Baghdad, for $2.80 (1 dinar) per copy. Tender 46/62, bid deadline noon Dec. 18. Govern-

ment Oil Refineries Administration, Baghdad.

289 Miscellaneous Chemical Products

India

■ Sulfur, 2,300 tons per month for min. of 1 year, initial supply to reach buyer by Oct. 1963. Loan 162; U.S. source. Tender Notice PB/SULPHUR/62. Bid deadline Jan. 10. Fertilizer Corp. of India, Ltd., Trombay Div., Purchase Dept., Administrative Bldg., Marvali, Chembur, Bombay 71, where tender specifications may be obtained, not refundable, by crossed postal order drawn in favor of chief finance officer. Tender specifications, terms, conditions available for sale up to Dec. 26 from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Pakistan

■ Chemicals, tetraethyl lead, IV/C-1/7. Loan 53; U.S. source. IL225310. Credit amount $49,159. Bid deadline Dec. 18. Pakistan Refinery, Ltd., Korangi Creek Rd., P.O. Box 4612, Karachi. Cable: REFPAKRY, Karachi. ★

■ Silica gel, class .03 on 8 mesh, 32,000 lb.; packed for export in sealed drums, dimensions H. 22", D. 19", net weight 120 lb., gross weight 135 lb. Loan 53; U.S. source. IL 230026. Credit amount $10,500. Bid deadline Dec. 19. Pakistan Petroleum, Ltd., P.I.D.C. House, P.O. Box 3942, Kutchery Rd., Karachi. Cable: NORPROS, Karachi.

■ Caustic soda, soda ash, sodium bicarb, hydrogen peroxide, Rangeolite C, tartaric acid, borax, boric acid, zinc chloride, sodium hydrochloride, tinchloride, acetic acid, amyl acetate, textile finishing and wetting agent. Loan 53; U.S. source. Bid deadline Dec. 19. Rauf & Co., Ltd., Jodia Bazar, Karachi. Cable: MOHTRAM, Karachi.

291 Petroleum Refining

Afghanistan

Motor oil, lubricants; high quality. Amrit Lal & Bros., Sarai Ahmed Shahi, Kabul. WTD 10/10/62.

301 Tires, Inner Tubes

Germany

Rubber automobile tires; requests replies from manufacturers only. Goehrum G.m.b.H. (importer, wholesaler, sales agent), Stuttgart-O, Heilmannstr. 7-11. WTD 7/3/62.

306 Rubber Soles, Heels

Greece

● Rubber soles, heels of assorted sizes. Tender C/732/62, bid deadline Dec. 13. Ministry of Commerce, State Purchases Directorate C, 50 Socratous St., Athens. ★ (WO 7-3381.)

307 Miscellaneous Plastics Products

Germany

Plastic table covers, particularly those with white designs printed on clear plastic; requests replies in German from manufacturers only. Gummi-Kalmann (retailer, wholesaler), Postfach 3509, 48 Bielefeld. WTD 11/6/62. Sample available on loan basis from Trade Opportunities Staff, BDSA 111, Room 4016 or WO 7-4675. ★

Netherlands

Plastic household articles. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

315 Leather Gloves, Mittens

Canada

Golf gloves; requests replies from manufacturers only. Direct purchase and agency. Mr. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 W. Hastings St., Vancouver 1, B.C. WTD 10/22/62.

317 Handbags, Other Personal Leather Goods

Netherlands

Ladies' plastic handbags. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

322 Glass, Glassware

Australia

Domestic glassware, medium to high quality, gift articles. Direct purchase and agency. Prouds Pty., Ltd. (retailer, wholesaler, agent, manufacturer), 179 Pitt St., Sydney. WTD 11/2/62.

Greece

● Chemistry instruments, 500 sets, 32 kinds per set. Tender C/725, bid deadline 8 a.m. Dec. 29. Ministry of Commerce, State Purchases Directorate C, 50 Socratous St., Athens. ★ (WO 7-4387.)

Netherlands

Kitchen utensils, including heatproof articles. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

South Africa

Glass vials, ⅛-¼ dram, good quality. African Extract & Supply Co. Pty., Ltd. (wholesaler), 2 Crown St., Wolhuter, Johannesburg. WTD 11/1/62.

326 Pottery, Related Products

Australia

Domestic chinaware, medium to high quality. Direct purchase and agency. Prouds Pty., Ltd. (retailer, wholesaler, agent, manufacturer), 179 Pitt St., Sydney. WTD 11/2/62.

329 Nonclay Refractory Products

Iran

● Refractory bricks, materials for electric arc furnace, type SS-180 with cap. of 1-to-1.5 tons of BRWON-BOVERI-Switzerland: 2 496 pieces for roof 1,570 kg. materials; 29.622 pieces for furnace; 20,100 kg. materials. Tender 41/612. Tender documents available from Iranian State Railways, Tehran. Copy of specifications, conditions for review in Iron & Steel Division, Room 4228, Department of Commerce, Washington 25, D.C. ★ (WO 7-4685.)

331 Steel Mill Products

Hong Kong

Tin blackplate waste. Direct purchase and agency. China Engineers, Ltd. (importer, exporter), Alexandra House, P.O. Box 148, Hong Kong. WTD 10/6/60.

India

● Plates; sheared, universal; angles, flats; 7,129 metric tons. Tender S-29/62, bid deadline Dec. 12. Plates, sheets, flats, billets, 14,000 metric tons. Tender S-31/62, bid deadline Dec. 24. President of India through P. N. Mathur, Director, Wagon Production, Railway Board, Bhavan, Raisina Rd., New Delhi. Tenders, conditions of contract available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. for $2 each.

■ Stainless carbon steel pipes, pipe fittings, valves. Loan 162; U.S. source. Tender Notice PB/1101/62/VKV. Bid deadline Jan. 8. Fertilizer Corp. of India, Ltd., Trombay Div., Purchase Dept., Administrative Bldg., Marvali, Chembur, Bombay 71, where tender specifications may be obtained, not refundable, by crossed postal order drawn in favor of chief finance & accounts officer. Tender specifications, terms, conditions available for sale up to Dec. 28. Specifications also available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

■ C.R.C.A. sheets, 1,500 metric tons, 20 g. 10′ x 3½′; 800 m.t. 18 g. x 10′ x 3½′. Loan 159; U.S. source. Ref. ESB/PA.41. Bid deadline Dec. 19. Godrej & Boyce Mfg. Co. Pvt., Ltd., Lalbaug, Parel, Bombay 12.

● Plates, 9,146 sq. ft.; bars 12 tons; tubes, 8,140 ft. Reference 44/62/PNR/RLY, bid deadline Dec. 10. Tenders available from Director-General of India Store Dept., Government Bldg., Bromyard Ave., Acton, London, W.3 for $1.40 (10 shillings), not returnable.

Iraq

● Tinplate, 132,000 sheets for ¼ gal. can ends, 76,000 sheets for 1 gal. can ends. Tender 45/62, bid deadline Dec. 11. Terms, specifications available from Government Oil Refineries Administration, Ministry of Oil, Baghdad, for $2.80 (1 dinar) per copy. GORA will send tender documents to U.S. free.

Ireland

Sheet steel; galvanized, aluminized; 24, 26, 28 gage. W.J. Thompson, Ltd. (manufacturer), Shortcastle, Mallow, County Cork. WTD 10/22/62.

Pakistan

■ Electrolytic tinplate U/A coating, 0.50 and 0.75, size 18¾" x 20" x 30 G, 30 tons; prime coke tinplate, 1.25 coating, size 18¾" x 28" and larger, 30 G, 155 tons, 20" x 30" and larger, 30 USG, 93 tons; galvanized iron wire, 8 gage. Loan 7; U.S. source. S/A RM 036087. Credit amount $72,537. Bid deadline Dec. 16. Pak Central Chemical Industries, Manghopir Rd., 21/D, S.I.T.E., Karachi 16. Cable: FINESOAP.

■ G.P. sheets, zinc coating 1.25 oz. per sq. ft. both sides, size 8′ x 3′ x 28, 30 gage, about 5 tons 28 G, balance 30 G. Loan 7; U.S. source. S/A RM 035903. Credit amount $5,666. Bid deadline Dec. 19. Pak Hardware & Metal Industries, Ratan Talao, Karachi.

■ Galvanized plain sheets, prime quality zinc coating 1.25 oz. per sq. ft., ASTM, A-361-58T, size 8′ x 3′ in U.S.G. 24, 26, 28, and 30 BG, equal quantity, c.&f. Karachi. Loan 7; U.S. source. S/A RM 033338. Credit amount $5,880. Bid deadline Dec. 19. Turner, Grahams of Pakistan, Ltd., Wood St., P.O. Box 4671, Karachi 2.

■ Bright steel wire, C-1010, for manufacture of wire nails in gages 6-17 ASWG in coils, equally assorted to gages. Loan 7; U.S. source. S/A RM 036090. Credit amount $12,380. Bid deadline Dec. 19. Crown Wire Nail Factory, 69 Sharamsi St., Bohr Pir, Ranchore Lines, Karachi 1.

■ Galvanized plain sheets, soft, bright, commercial quality, 1.25 oz. zinc coating, according to ASTM A361-59T, size 8′ x 3′, gages, 24, 26, 30 BG, approx. 3, 6, 13½ tons respectively. Loan 7; U.S. source. S/A RM 035904. Credit amount $5,580. Bid deadline Dec. 18. Pakistan Metal Industries, Usmanabad, off Lawrence Rd., Karachi.

■ Galvanized iron plain sheets, 1.25 oz. zinc coating per sq. ft., prime quality, size 8′ x 3′ x 24 G, according to specification ASTM-A-361-59T; M.S. sheets and/or

CRCA, HRCA prime quality size 8′ x 3′ x 10-24 G to spec. ASTM-A-366-58T, ASTM-A-415-58T respectively; M.S. bright and/or drawn bar in random mill length 1¼-2½″ diam. according to spec. ASTM-A-361-59T; M.S. sheets and/or CRCA, HRCA prime quality, size 8′ x 3′ x 10-24 G to spec. ASTM-A-415-58T respectively; M.S. bright and/or drawn bar in random mill length 1¼-2½″ diam., according to spec. AISI-C-1018. Loan 7; U.S. source. S/A RM 035880. Credit amount $6,300. Bid deadline Dec. 18. Goodser & Co., Bombay Hotel, McLeod Rd., Karachi.

■ Bright drawn M.S. wire, half hard, conforming to AISI C-1008, AISI C-1010, 16 SWG., 1.80 mm. in equal quantities, also 18 BWG.; prices c.&f. Karachi, giving break up as under f.a.s. price per long ton, freight from U.S. port to Karachi. Loan 7; U.S. source. S/A RM 035637. Credit amount $10,710. Bid deadline Dec. 18. Alba Industries, Serai Rd., Karachi 2.

■ Electrolytic waste tinplates, all bright, soft temper, coating 0.25 lb. and heavier, size 18″ x 24″ and larger, base weight 107 lb., 30 gage, original mill packing, selected grade. Loan 7; U.S. source. S/A RM 036091. Credit amount $14,700. Bid deadline Dec. 18. Khan Brothers Trading Co., off Manghopir Rd., Karachi 16. Cable: KHANIPEX.

■ M.S. sheets, cold rolled, close annealed, CRCA, pickled, oiled, deep drawing quality, suitable for manufacturing kerosene oil stoves, specs. according to ASTM A-366-58T, size 6′ x 3′, gage 20-26 USG. Loan 7; U.S. source. S/A RM 035925. Credit amount $5,880. Bid deadline Dec. 18. Pervez Mechanical & Engineering Works, Ltd., Karachi. Cable: FEROZWALA.

■ Galvanized steel pipe, 4-8″ diam., seamless, standard weight, threaded, coupled. Loan 7; U.S. source. S/A RM 039637. Credit amount $38,010. Bid deadline Dec. 18. West Punjab Steel Corp., Nawa-i-waqt Bldg., 4 Queen's Rd., Lahore. Cable: STEELSTAR.

■ M.S. billets, SAE 1020/25 in lengths of 18 ft. or above, with heat mark die stamped, accompanied by test report of size 2, 2½, 3, 4″ sq. Loan 7; U.S. source. S/A RM 039871. Credit amount $16,380. Bid deadline Dec. 17. Ferrous Metal Industries, Masoon Shah Rd., Multan.

■ Hot dipped tinplate, common coke, 1.25 lb. coating, unassorted, 30 gage, 107 lb. base weight, size 18¾ x 28″, 20 x 30. Loan 7; U.S. source. S/A RM 056046. Credit amount $22,638. Bid deadline Dec. 17. Nabisco Biscuit & Bread Factory, 2 Water Works Rd., Dacca. Cable: NABISCO.

■ Galvanized plain sheets, 1.25 oz. zinc coating, 3′ x 6′ x 28, 30, 31 gage, $3,000; plain black sheets, CRCA, 3′ x 6′ x 26, 28 gage, $3,000; galvanized iron wires, soft, 20, 22, 30 gage, $1,000; M.S. wire, 6, 8, 10, 12 gage, $959. Loan 7; U.S. source. S/A RM 055212. Credit amount $7,959. Bid deadline Dec. 17. Eastern Iron Works, 61 Sadarghat Rd., Chittagong. Cable: ELDORADO, Chittagong.

■ Galvanized plain sheets, prime quality, 1.25 oz. coating, size 3′ x 8′ x 30 BG, according to ASTM-A-361-59T; CRCA mild steel black sheets, prime quality, size 3′ x 8′ x 20 BG/USG/MSG; HRCA mild steel black sheets, prime quality, size 3′ x 8′ x 18 BG/USG/MSG. Loan 7; U.S. source. S/A RM 035925. Credit amount $13,440. Bid deadline Dec. 16. M. Esmailjee & Sons, McLeod Rd., Karachi.

■ Coke, tinplate, coating 1.25: 18¾″ x 28″ 66%; 20″ x 30″, 34%; USG 30; gage 107. Loan 7; U.S. source. S/A RM 03682. Credit amount $18,953. Bid deadline Dec. 16. Machine Tools Manufacturers Factory, Madha Chambers, Bunder Rd., Karachi.

■ Galvanized iron pipes, 6″ diam. quality, random lengths, screwed, socketed to BSS on c.&f. Karachi basis. Loan 7; U.S. source. S/A RM 031354. Credit amount $14,700. Bid deadline Dec. 18. Chiraghuddin & Sons, Thakarsingh Gate, Gujranwala, West. Cable: CHIRAGSONS.

■ Galvanized plain sheets, sizes 8′ x 3′ x 26, 28, 30 BG; seamless pipes, ½, ¾, 1, 1½, 2, 2½, 3″. Loan 7; U. S. source. S/A RM 032983. Credit amount $14,490. Bid deadline Dec. 18. Shafi Saleh & Co., 120/8 Serai Rd., Karachi. Cable: JOYFULL.

■ Tinplate, coke, electrolytic, coating 0.25-1.25 lb., bright finish, soft temper, packed in metal containers, sizes 18″ x 28″, 20″ x 30″, 18″ x 24″ and larger, 20″ x 28″ and larger, 30 gage only, 107 lb. base weight. Loan 7; U.S. source. S/A RM 036085. Bid deadline Dec. 18. D.S. Factory, Agra Taj Colony, Mauripur Rd., Karachi. Cable: OVESTEEL.

■ M.S. Joists (I beams), open hearth hot rolled, to ASTM-A7, in lengths of 30-40 ft., size 6″ x 3⅝″, and 7″ x 3⅝″, 40 tons; black seamless steel pipes with threads, couplings, to ASTM-A-53, nominal size ¼-3″, 30,000 R. feet; hot rolled open hearth commercial quality black sheets, mill edge, packed on skids unprotected, size 16 USG 48″ x 96″, 20 tons; prime electrolytic tinplate, U/A 0.50/0.75 coating, packed in standard mill containers, waterproof paper lined on skids of about 2,000 lb., 30 tons. Loan 7; U.S. source. S/A RM 036006. Credit amount $17,850. Bid deadline Dec. 18. H. Mushtaq Ahmed Sons & Co., Fadoo Bldg., Bunder Rd., Karachi 2.

■ Foundry pig iron, analysis C 3.5/4.5, Si 3.01/3.25, Su .05, Phos .31/.50, Man 1.01/1.25. Loan 7; U.S. source. S/A RM 055223. Credit amount $12,374. Bid deadline Dec. 17. Minco Engineering Works & Foundry, 76 Bangshal Rd., Dacca.

■ Steel pipe, butt-welded, 4″ diam.; steel pipe, seamless 5″, 6″, 8″ diam. Loan 7; U.S. source. S/A RM 025311. Credit amount $13,020. Bid deadline Dec. 15. Malik Abdul Karim Abdul Aziz, Railway Rd., Gujrat.

■ Chain wire, annealed, cleaned, low carbon, basic open hearth, steel wire, AISI grade, C-1020, except sulfur .035% max., phosphorus .025 max. in coils of about 150 lb. each, for making electrically butt-welded chain, approx. 37 tons. Loan 7; U.S. source. S/A RM 033085. Credit amount $8,760. Bid deadline Dec. 16. Saifee Development Corp., Ltd., Street 1, South Ave., S.I.T.E., Karachi 16.

■ Tack wire for manufacture of shoe tacks, 40 tons, cold heading quality, annealed in process, C-1008 tensile strength, BWG 15 and 16; M.S. nail wire, 17 gage, 30 tons; M.S. black annealed wire, Siemens Martin grade, 40 tons, 5.25 mm. thickness, suitable for manufacture of shoe nails. Loan 7; U.S. source. S/A RM 035585. Credit amount $13,965. Bid deadline Dec. 15. Jilani Industries, A-47, S.I.T.E., Ltd., Manghopir Rd., Karachi 16. Cable: QUADRIRON.

■ Galvanized plain sheets, primes, commercial quality, 1.25 oz. zinc coating according to standard specifications, size 8′ x 3′, gage BG 30. Loan 7; U.S. source. S/A RM 035905. Credit amount $6,300. Bid deadline Dec. 15. Shabbir Industries, Old Market, Karachi.

■ G.P. sheets, zinc coating 1.25 oz. per sq. ft. both sides, size 8′ x 3′ x 28, 30 gage, about 5 tons, 28 G, balance 30 G, basis of quotation both f.a.s., c&f. Loan 7; U.S. source. S/A RM 035898. Credit amount $5,250. Bid deadline Dec. 15. Johar Industries, Old Market, Karachi.

■ M.S. billets, approx. 138 long tons, prime rerolling quality, conforming to SAE-1020, SAE-1025, SAE-1030, and/or SAE-1040, lengths of 16/20 ft., and above, size 2″ x 2″, 2½″ x 2½″, 3″ x 3″, 3½″ x 3½″ and/or 4″ x 4″, heat marked stamped on each billet, works test certificate to be provided. Loan 7; U.S. source. S/A RM 035653. Credit amount $15,400. Bid deadline Dec. 15. Madina Rolling Mills, Lawrence Rd., Karachi. Cable: MADINA CARE ROLLSTEEL, Karachi.

■ Hot rolled joists, galvanized plain sheets, M.S. sheets. Loan 7; U.S. source. S/A RM 025302. Credit amount $10,920. Bid deadline Dec. 15. Malik Abdul Karim Abdul Aziz, Railway Rd., Gujrat. ★

■ Cold rolled, close annealed mild steel sheets, pickled, oiled, prime quality, 3′ x 8′ size 26 gage, $6,500; 16, 20, 24 gages, $5,470. Loan 7; U.S. source. S/A RM 039860. Credit amount $11,970. Bid deadline Dec. 15. Nawab Industries, Bunder Rd., Sukkur, W. Cable: NAWAB.

U.A.R. (Egypt)

■ Mild steel continuous weld tubes; hot finished seamless steel tubes; seamless steel steam tubes; cold roller steel strips; steel wire ropes; galvanized, nongalvanized wire ropes; galvanized iron wire; galvanized hexagonal wire nettings; hacksaw blades; pipe wrenches; self-center jacks; drill chucks; 4-way rim wrenches, Crittal, bearings. Loan 27; U.S. source. Bid deadline Dec. 31. Misr Foreign Trade Co., 1 Kasr El-Nil St., Cairo. Cable: MICROMEX, Cairo. ★

335 Rolling, Drawing, Extruding Nonferrous Metals

India

● Steel core copperweld wire; 935 metric tons. Tender P/SE-3/7208-M/II, bid deadline Dec. 27. Tender documents available at India Supply Mission, 2536 Mass., Ave., NW., Washington 8, D.C. Tender fee $2.

336 Nonferrous Foundry Products

Netherlands

Cast-aluminum kitchen utensils. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

342 Cutlery, Handtools, General Hardware

Australia

Cutlery for domestic use, medium to high quality. Direct purchase and agency. Prouds Pty., Ltd. (retailer, wholesaler, agent, manufacturer), 179 Pitt St., Sydney. WTD 11/2/62.

Japan

★★ Manufacturer of vinyl-coated electric wire seeks soldering equipment for electrical instruments. Direct purchase and agency. Taihei Denko Co., Ltd., 333, Hanaten-cho, Joto-ku, Osaka. NCIA. I.R.-15.

Netherlands

Furniture hardware. Direct purchase and agency. C. van Leuven N.V. (manufacturer, importer, sales agent), 121 Singel, Amsterdam.

All types of handtools; requests replies from manufacturers only. M. de Leeuw (importing distributor), 79-81 Nieuwe Kerkstraat, Amsterdam.

Low priced cutlery. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwaneburg.

343 Heating Apparatus, Plumbing Fixtures

Germany

Kitchen steel alloy sinks. Heinrich Pippig (retailer), 26 Hauptstr., Mosbach, Baden. WTD 12/5/61.

Japan

★★ Distributor of gas, kerosene room

heaters seeks line of economical kerosene or gasoline burning incinerators for apartment houses. Chuo Trading Co., Ltd., 8 Higashi-Shirakabe-cho, Higashi-ku, Nagoya. NCIA. I.R.-52.

344 Fabricated Structural Metal Products

Germany

Prefabricated bomb shelters for civil use. J. F. W. Reichardt & Sohn (building contractor), Wandsbeker Chaussee 29, Hamburg 23.

346 Metal Stampings

Netherlands

Kitchen utensils of stamped, spun aluminum, stainless steel, other stamped metals. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

349 Fabricated Metal Products

Japan

★★ Manufacturer of solenoids seeks agency for air valves to to be combined with solenoid and sold together, possibly leading to licensing arrangement. Tomoe Valve Co., Ltd., 51, 4-Chome Shinmachi, Nishi-ku, Osaka. NCIA. I.R.-3.

Netherlands

Metal serving trays. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

351 Engines, Turbines

India

■ Motor grader powered by 115 hp. diesel engine with gasoline starting engine, 12 v. electric starter with 9.00, 25; 10-ply tubeless tires front, 13.00, 24, 12 ply tubeless tires rear, with standard scarifier, V type, 11 teeth, 46″ swath, with electric lights, rain traps, open steel cab. Loan 157; U.S. source. IL 989444/DLF-157/61. Ref. 4(173)/62-AID-II. Bid deadline Dec. 22. Bolani Ores, Ltd., Chartered Bank Bldgs., Calcutta 1.

Japan

★★ Outboard motors—all hp. Agency. Chuo Trading Co., Ltd., 8 Higashi-Shirakabe-cho, Higashi-ku, Nagoya. WTD 12/14/60. I.R.-53.

Turkey

Air cooled gasoline engines up to 15 hp., particularly in 5-10 hp. range. Ihsan Kent (importer, commission agent), Karamustafa Pasa Cad., 203/5 Tahir Han, Kat 5, Galata, Istanbul.

352 Farm Machinery, Equipment

England

Truck farming machinery, equipment. Direct purchase and agency. Anthony F. Kinahan (retailer), Oakfield, Kanes Hill, Southampton. WTD 8/2/62.

Ethiopia

● Grass cutters (lawnmowers), 6; 3 rotary (vertical shaft), tractor-drawn or self-propelled; 3 hand-propelled (horizontal shaft); quotations desired c.i.f. Assab or Djibouti; ease of maintenance, durability important requirements. Department of Civil Aviation, Ministry of Public Works & Communications, Addis Ababa.

Italy

Agricultural machinery. Direct purchase and agency. S.I.P.M.A. (importer, dealer), Via E. Cosenz 44, Milan. WTD 8/30/62.

Agricultural tractors, agricultural machinery such as seeding machines, harvesters, threshers, tillers, plows, listers. C.R.I.M.A.L. (wholesaler, retailer, agent), Via Francesco Crispi 268/270, Palermo, Sicily. WTD 6/5/62.

Agricultural tractors, crawler type, 70-200 hp.; requests replies in Italian. M.A.S. Metallurgica Agricola Siciliana (importer, wholesaler, retailer), Corso Turkory 187, Palermo, Sicily. WTD 4/18/62.

Japan

★★ Small portable brush cutter, also machine to plant seedlings. Agency. Taiyo Shoji, Ltd., Kolde Bldg. 90, Ikutamae-cho, Tennoji-ku, Osaka. NCIA. I.R.-21.

353 Construction, Mining, Materials Handling Machinery, Equipment

Canada

Equipment for roofing application. W. Giles Mackenzie, Harwood Contracting Co., Ltd. (building contractor), 7190 Randolph Ave., Burnaby 1, B.C.

Germany

Special trailers: dozers; scrapers; truck mounted cranes, both hydraulic and rotation; truck mounted hydraulic shovels: shovel loaders. Direct purchase and agency. Felix Kloz (importer, exporter, wholesaler, retailer, agent, broker), 23-25a Stuttgarter Str., Fellbach bei Stuttgart. WTD 9/13/62.

Greece

● Variety of materials required for Ministry of Public Works including steel drive pipes, steel drive heads, BX diamond bits, BX reaming shells, AX diamond bits, horizontal double acting piston pump. Tender 715, bid deadline Dec. 20. Ministry of Commerce, State Purchases Directorate B', 50 Socratous St., Athens. Copies of specifications available from ACME Division, BDSA, Room 4109, Department of Commerce, Washington 25, D.C.

India

● Power shovel, 1½ cu. yd. cap., 160-200 hp. Tender D/ENQ/588, bid deadline Nov. 30. Crawler type excavator, 1½ cu. yd.; Rear dump hauler, 9-11 cu. yd. Tender D/ENQ/586, bid deadline Dec. 27. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tenders available at $2.10 each, not refundable, from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Ireland

Road sweeping equipment to handle 30 acres daily inside building, no fumes. Ferrum Trading Co., Ltd. (merchant), Esmond Ave., Fairview, Dublin.

Italy

Earthmoving equipment, bulldozers, scrapers, loaders, industrial tractors; requests replies in Italian. M.A.S. Metallurgica Agricola Siciliana (importer, wholesaler, retailer), Corso Turkory 187, Palermo, Sicily. WTD 4/18/62.

Earthmoving, road construction machinery. Direct purchase and agency. S.I.P.M.A. (importer, dealer), Via E. Cosenz 44, Milan. WTD 8/30/62.

Japan

★★ Seeks agency for concrete mixers, batch plant. Goto Machine Mfg. Co. (Goto Kikai Seizo K.K.), Shinyoshimachi, Nakagawa-ku, Nagoya. I.R.-61.

Philippines

★★ Heavy trucks, tractors for use in logging operations; International Harvester ID-25, ID-20, ID-18A or equivalent). Engineering & Machinery Corp., P.O. Box 1485, Manila. WTD 4/21/61. I.R.-82.

U.A.R. (Egypt)

● Power shovels 2½-3 cu. yd., 2; tractor dozers, 200-220 hp., 2; off highway haulers, 20-25 ton cap., 5; crane, 12-15 ton cap., 1; tractors, 60 hp., 2. For Baharia Oasis Iron Ore Project. Bid deadline Dec. 16. General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo.

354 Metalworking Equipment

India

■ High speed rotary tobacco cutter. Loan 157; U.S. source. IL/990382/DLF-157/61. Ref. 4(3)/62-AID-II. Bid deadline Dec. 19. Imperial Tobacco Co. of India, Ltd., Thapar House, 124 Janapath, New Delhi.★

Japan

★★ High quality precision tools, shaper machines, lathes; new, rebuilt. Agency. Sudo & Co., Inc., 3-69, Ozone-cho. Higashi-ku, Nagoya. WTD 4/19/62. I.R.-47.

★★ Auto, train, bus seat manufacturer seeks cutters for textile seat covering material, hook and fastener equipment, ornamental edgers, shearing machine for cutting max. ⅛ in. iron sheet into irregular shapes, small machine for riveting metal strip to vinyl curtain. Kabushiki Kaisha Nagai Seisakusho, 34 Tairyo-cho 2 Chome, Sumiyoshi-ku, Osaka. NCIA. I.R.-36.★

★★ Manufacturer of steel office furniture looking for machinery for its manufacture. Nichido Sangyo Kabushiki Kaisha, 12 Komatsu-Naka-dori 2 Chome, Higashiyodogawa-ku, Osaka. NCIA. I.R.-30.★

★★ Established importer of machine tools, printing and textile machinery seeks additional lines. Irisu Shokai K.K. (C. Illies & Co., Export G.m.b.H.), Hakua Bldg., 13 Akasaka-Tameikecho, Minato-ku, Tokyo. I.R.-31.

Netherlands

"Do-it-yourself" hobby kits for working with wood, steel; requests replies from manufacturers only. M. de Leeuw (importing distributor), 79-81 Nieuwe Kerkstraat, Amsterdam.

Pakistan

■ Precision toolroom lathe, optical comparator, toolroom bandsaw, surface grinder with attached optical comparator, radius and tangent or contour wheel dresser, precision live centers, Universal milling machine vise, 14″ dividing head with short and long spiral attachment for model 2-U milling machine, light pneumatic hammer for toolroom work, hydraulic arbor press, automatic carbide tool grinder, permanent magnet sineplate, vertical milling machine, hydraulic openside planer, Universal grinder, vertical keyseater machine, honing machine, gear cutter sharpening machine, gear grinding machine, hoist, sand mixer, core blower, screenarator, ladles, sand rammers, swing grinders, chipping hammer, core oven, fork lift trucks. Loan 170; U.S. source. Bid deadline extended to Dec. 16. (INTERNATIONAL COMMERCE, Oct. 29, p. 33.) Pakistan Ordnance Factories, WAH Cantonment, West Pakistan. Detailed specifications available from M. S. Hasan, Attaché Purchases, Embassy of Pakistan, 2201 R St. NW., Washington, D.C.★

Philippines

★★ Electric drills ½″ and larger. (Agency only). Solex Tool Co. (Solex Corp.), 355 Barraca, Manila. I.R.-38.

Thailand

Metalworking machinery. Direct purchase and agency. Engineering Supply, Ltd., Partnership (importer, commission

agent), 85-87 Lan Luang Rd., Bangkok. WTD 10/9/62.

355 Special Industry Machinery

Belgium

Machine to manufacture pamphlets; completely automatic stitching, cutting to size. NACA, Nieuw Antwerpse Constructie Ateliers, N.V. (importer, exporter, wholesaler), 18 Venusstraat, Antwerp. WTD 10/19/62.

Ceylon

Machinery for manufacturing ladies, children's shoes; requires technicians' advice for training local personnel for short period. Eximbank financing information. Gemrich Shoe Co. (importing distributor), 181-83 Second Cross St., Colombo 11.

England

Food processing machinery, equipment. Direct purchase and agency. Anthony F. Kinahan (retailer), Oakfield, Kanes Hill, Southampton. WTD 8/2/62.

Germany

Graphic machinery, equipment; newly developed specialties only; requests price quotations c.i.f. Hamburg or Bremen. Alfred Necke (importer), Konrad Haenisch Str. 5A, Hanover.

India

Machinery to manufacture plastic laminate of normal thickness, size 8′ x 4′ with cap. of 8,000 sq. ft. in 24 hour shift; requests price quotations, catalogs. B.K. Das Gupta, Amin Chand Payare Lal, Ltd. (importer, dealer, manufacturer), 135 Canning St., Calcutta. WTD 12/4/61.

■ Special SO, evaporator, heat exchanger, complete lot antiacid valves, 9¼″ impeller for existing oleum pump, alloy or glass parts for HCl gas cooler, HCl gas scrubber, complete with raschig rings and entrainment separator, pump tank circulating pump, gear type, stainless steel, finishing tower, complete with all accessories including entrainment separator and packing, circulating pump for chlorosulfonic acid at finishing tower, gear type, stainless steel, vertical centrifugal type, complete with motor, special 120 sq. ft. reactor cooler for circulating acid, 20 sq. ft. cooler pipe for vent gas cooler section, special steam jet ejector, special vent scrubber, complete with packing and entrainment separator, all stainless steel pipe and fittings, all instruments and control equipment. Loan 157; U.S. source. IL989544/DLF/157/61. Ref. 4(133)/62-AID-II. Bid deadline Dec. 20. Atul Products, Ltd., Atul, via Bulsar (W. Rly) Surat District.★

■ Jet pulverizer, equipped with classifier; pulverizer with directly opposite jets, suitable for pulverizing; fan suitable to deliver up to 2,200 CFM air to pulverizer at up to 27″ of water static pressure and 70-100° F, direct operation; dust collector system. Loan 157; U.S. source. IL 989863/DLF.157/61. Ref. 4(89)/62-AID.II. Bid deadline Dec. 22. Hindustan Mineral Products Co. Pvt., Ltd., 111 Industrial Area, Sion, Bombay 22.

Indonesia

Cottonseed linting machine, 1; under SIVA permit. P.T. Interniaga Corp. (miller, importer, exporter, merchant), P.O. Box 358 or Djalan Mawar 38, Surabaya. WTD 10/30/62.

Iraq

● Circular saws, 6, trailer mounted, with 30″ diam., combination rip and crosscut blade, air cooled diesel engine not less than 12 hp. Tender DME/5/62, bid deadline Dec. 12. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents, specifications available from that authority for $1.40.★ (WO 7-5589.)

Pakistan

■ Ice plants, complete with water cooled compressor, ammonia; brine tanks, ice tanks, handling equipment, boilers, marine outboard motors, industrial air conditioning equipment, evaporators, industrial refrigeration equipment, water cooled, with reciprocating compressor, motor, condenser, cold air diffuser. Loan 53; U.S. source. IL 209841. Credit amount $9,600. Bid deadline Dec. 19. Ali Textiles, West Wharf, Karachi. Cable: ALLTEX.

Philippines

★★ Chemical solvent process for extracting soybean oil, complete plant new or used, with or without technical specialist. Direct purchase or joint venture. Paulin Farms & Hatchery, 79 Magallanes St., Cebu City. I.R.-18.

★★ Printer seeks 24 x 32 offset printing press. Harris or equivalent. Atty. Jose B. Clavano, P.O. Box 54, Cebu City. NCIA. I.R.-78.

Rhodesia, Nyasaland

Materials, processes for packaging, marketing honey, particularly chunk honey. Acme Green Grocers (wholesaler, retailer), P.O. Box 266, Gwelo, Southern Rhodesia. WTD 11/8/62.

Taiwan

■ Centrifuge with No. 316 stainless steel rotor, housing; chemical porcelain centrifugal pumps, 3; small size, high speed, mechanical seal type, complete with accessories, without motor; chemical porcelain centrifugal pumps, 2, gland seal, complete with accessories, without motor, cap. 1/6 ton/hr. Loan 113; worldwide. Credit amount $20,000. Bid deadline Dec. 11. China Development Corp. for China Fermentation Ind. Co., Ltd. Cable: CHIDELCO, Taipei.★

■ "Lynch PBM," 6 or 12 mold air driven glass pressing machine for pressed glassware or building blocks, with regular table, single 12″ bore pressing cylinder, 6″ grip at press station, complete with 12-way mold opening and closing device with linkage; mold baskets, lift pins, shell lifting device to lift shell upward off mold when making glass building blocks, No. 122 Knight Universal glazing and polishing machine. Loan 113; worldwide. Credit amount $74,000. Bid deadline Dec. 9. China Development Corp. for Young Brothers Enterprises, Inc. Cable: CHIDELCO, Taipei.★

■ Equipment for manufacture of low pressure, high density polyethylene, other similar type plastic pipes. Loan 113; worldwide. Credit amount $29,000. Bid deadline Dec. 12. China Development Corp. for Linlex Industrial Co., Ltd., Taipei. Cable: CHIDELCO, Taipei.★

Thailand

Woodworking machinery. Direct purchase and agency. Engineering Supply, Ltd., Partnership (importer, commission agent), 85-87 Lan Luang Rd., Bangkok. WTD 10/9/62.

356 General Industrial Machinery, Equipment

Canada

Equipment for application of drywall, texturing of drywall, spray painting. W. Giles Mackenzie, Harwood Contracting Co., Ltd. (building contractor), 7190 Randolph Ave., Burnaby 1, B.C.

India

Machinery for manufacture of dry batteries: Automatic wrapping machine capable of wrapping bobbins made from wet mix of manganese dioxide, acetylene black, ammonium chloride, graphite, with carbon rod in center projecting outward on 1 side of bobbin in piece of voil cloth of suitable size, with yarn along cylindrical side of bobbin, carbon rod, paraffin wax along cotton side, capable of handling bobbins up to 30 mm. diam., 55 mm. length, cap. at least 4,000-5,000 pcs. per hour; automatic tamping machine, 6 mold dolly press capable of making dollies up to 30 mm. diam., 55 mm. length from wet mix of manganese dioxide, acetylene black, ammonium chloride, zinc chloride, with carbon rod up to 8 mm. diam. in center projecting outward from 1 side only, cap. 4,000-5,000 pcs. hourly. Estrela Batteries, Ltd. (manufacturer), Plot 1, Dharavi, Post Bag 6602, Matunga, Bombay 19. WTD 10/3/61.

■ Air operated automotive lubrication equipment, both petrol and electrically driven sets, with accessories. Loan 162; U.S. source. Tender Notice PB/1098/62/VKV. Bid deadline Dec. 28. Fertilizer Corp. of India, Ltd., Trombay Div., Administrative Bldg., Purchase Dept., Marvali, Chembur, Bombay 71, where tender specifications may be obtained, not refundable, by crossed postal order drawn in favor of Chief Finance & Accounts Officer. Tender specifications, terms, conditions available for sale up to Dec. 20. Specifications also available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

■ Low frequency induction melting furnace, channel type, electric, suitable for melting brass of various compositions, cap. 1,200 lb. per hour, complete with hydraulic tilting equipment, including power unit, all electrical equipment, suitable for 400 v., 50 c., 3 ph., a.c. supply. Loan 157; U.S. source. IL/AU/GL/MTC/70/DLF/361. Ref. 2(25)/62-AID-II. Bid deadline Dec. 15. Indian Smelting & Refining Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay 1. Cable: ISARC.

Japan

★★ Manufacturer of auto, bus, train seats seeks spray or roller equipment for applying cement to vinyl or other material. Kabushiki Kaisha Nagai Seisakusho, 34 Tairyo-cho 2 Chome, Sumiyoshi-ku, Osaka. NCIA. I.R.-36.★

★★ Importer seeks machine for making races for miniature ball bearings. Harada Sangyo Kaisha, Ltd., 9, Andojibashi-dori 3-Chome, Minami-ku, Osaka. NCIA. I.R.-33.

★★ Wrapping, counting, packaging machines. Agency. Harada Sangyo Kaisha, Ltd., 9 Andojibashi-dori 3-Chome, Minami-ku, Osaka. NCIA. I.R.-33.

Philippines

★★ Air conditioning refrigerator manufacturer seeks refrigeration compressors of 5, 7½, 10, 15, 25, 40, 50 hp. Direct purchase. Aircon, Inc., 2129 Pasong Tamo, Makati, Rizal. WTD 4/27/62. I.R.-83.

357 Office, Computing, Accounting Machines

Germany

Analog, digital computers. Direct purchase and agency. Deutsche Metrohm Fuisting & Co. KG (importer, wholesaler, sales agent), Echterdingen/Wuerttemberg, 51-55 Christophstr. WTD 11/6/62.

Japan

★★ Manufacturer of auto, bus, train seats wants staple, tack gun. Kabushiki Kaisha Nagai Seisakusho, 34 Tairyo-cho 2-Chome, Sumiyoshi-ku, Osaka. NCIA. I.R.-36.★

Netherlands

Weighing scales for domestic use,

metric system. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

Bathroom weighing scales, metric system. Direct purchase and agency. Handelsonderneming Lega (manufacturer's agent), 22 Voltastraat or P.O. Box 112, Amersfoort.

358 Service Industry Machines

England

Floor maintenance machinery for polishing, scrubbing, drying, scouring; wax polish sprayers. Direct purchase and agency. Columbus-Dixon, Ltd. (manufacturer, exporter), Capitol Works, Empire Way, Wembley, Middx. WTD 11/9/62.

Iraq

Household air conditioners; water coolers. Direct purchase and agency. Al-Baseer Trading Co., W.L.L. (importer, wholesaler, retailer), P.O. Box 152, Baghdad. WTD 11/7/62.

Pakistan

■ Water coolers, 25, twenty gal. cap., bubbler type, ½ hp., complete with foot pedal kit, stepdown transformer, for operation on 230 v., 50 c., 1 ph., a.c. supply; air conditioning, refrigeration machinery spares, air conditioning plants. Loan 53; U.S. source. IL 175407. Credit amount $13,755. Bid deadline Dec. 19. Ameejee Valleejee & Sons, Ameejee Chambers, Campbell St., Karachi.★

361 Electric Transmission, Distribution Equipment

Ceylon

● Supply, construction of 33 kv. transmission lines; towers, aluminum conductor, transmission, pole line hardware. Tender OM/C&S/T/IIB/2/62, bid deadline Jan. 8. Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation & Power, Galle Face, Secretariat, Colombo 1, on receipt of tender deposit of $52.50, tender fee of $10.50, not refundable. Copy of specifications for review only in Room 4217, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

India

Electric meters, 3 ph.: 6 1,500 a. meters; 3 800 a. meters; 6 750 a. meters; 6 375 a. meters; 12 300 a. meters; 6 225 a. meters; 6 200 a. meters; 6 150 a. meters; to measure power from supply mains of 440 v., 3 ph. 3 wire and 3 ph. 4 wire, both 50 c., for loads of 100, 200, 500, 1,000 kw. Superintending Engineer, E/M Circle, P.W.D. Irrigation Branch, Government of Madhya Pradesh (gov't. dept.), Raipur, Madhya Pradesh.

Thailand

■ Kw.-hr. meters. Loan 19; worldwide. Invitation PDC-MEA-142. Bid deadline Dec. 28. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete bid invitation available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

362 Electrical Industrial Apparatus

India

■ Industrial adhesives, electrode carbon, electrode carbon rods; resins; vinylite, bakelite, hercolyn; film laminate with paper backing; electrode, duplex tabbed, duplex and film lined; Toluol. Loan 217; U.S. source. Bid deadline Dec. 19. Union Carbide India, Ltd., 3/1 Asaf Ali Rd., New Delhi 1.

● Diesel generator set conforming to B.S.S. 649/1958, 2613/1957 standards. Tender SE-575, bid deadline Dec. 27. India Suppy Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Specs. for review only in Room 4217, Department of Commerce, Washington 25, D.C.★ (WO 7-4242.)

Pakistan

■ Electric motors, squirrel cage type with double shaft ends drip-proof and/or totally enclosed, 440 v., a.c. 50 c., 1-3 hp., in 2,800-1,450 and 950 r.p.m. ranges; pumping sets, self-priming, monoblock or multistage type for domestic, agricultural purposes, with motor for a.c. 440 v., 50 c., 1″ x 1″, 1½″ x 1½″, 2″ x 2″, 3″ x 3″, 4″ x 4″; industrial air conditioners, packaged type, 2, 3, 5, 10, 15 tons cap., suitable for a.c. 50 c., 220/440 v., air cooled, insulation sheet casing compressor motor, fan motor; air compressors 75, 150, 175 lb. single/double stage with tank, also portable for general purposes for a.c. 50 c., 220/440 v.; alternating sets a.c. 220/440 v., 50 c. with diesel engine radiator, cooled 3-50 kw.-a., complete with switchboard panel, a. meter; battery charging sets. Loan 53; U.S. source. IL229370. Credit amount $5,600. Bid deadline Dec. 14. Karachitta Syndicate Ltd., Deda Chambers, Bunder Rd., Karachi. Cable: SYNKARA.

■ Spray units for artists' air brushes, complete with compressor, electric motor, ¾ hp., 230 v., 50 c., single ph., carrying handle; same as above but with ¼ hp., 220 v.; portable compressor unit with motor 1 hp., 220 v., 50 c., single ph.; compressor with motor, ¼ hp., 220 v. 50 c., single ph.; air brushes in minature precision build; air conditioning units, 3-ton, 3 hp. compressor, 3-ton coil (3,600 BTU), air conditioning units 5 ton. 5 HP. compressor and 5 tons coil, 6,000 b.t.u.; electric water coolers, industrial type, 1/3 hp. compressor motor a.c. 220 v. Loan 53; U.S. source. IL225427. Credit amount $65.208. Bid deadline Dec. 14. Volkart Bros., P.O. Box 4666, McLeod Rd., Karachi 2.★

Philippines

★★ Air conditioning, refrigerator manufacturer interested in purchasing fractional hp. electric motors ⅛, 1/10, 1/12 hp. Aircon, Inc., 2129 Pasong Tamo, Makati, Rizal. WTD 4/27/62. I.R.-83.

Thailand

Generators, powerplant equipment. Direct purchase and agency. Engineering Supply, Ltd., Partnership (importer, commission agent), 85-87 Lan Luang Rd., Bangkok. WTD 10/9/62.

363 Household Appliances

Germany

Washing machines; automatic, non-automatic; requests replies from manufacturers only. Record - Winkelstraeter G.m.b.H. (manufacturer), 1-3 Nordstr., 583 Schwelm/Westf. WTD 10/31/62.

Electrical appliances of all kinds for household, kitchen use; requests replies in German. Direct purchase and agency. FAM-Vertrieb Deutschland G.m.b.H. (manufacturer's agent), 117 Wilhelmstr., Aachen. WTD 11/6/62.

Rug cleaning machines. Vereinigte Mop-Werke Gebr. Salmon/ Ostermann & Sohn KG (manufacturer), Wertheim/ Main, Kiesweg 2-4.

Iraq

Electrical household appliances such as refrigerators, washing machines, gas and kerosene cooking stoves. Direct purchase and agency. Al-Baseer Trading Co., W.L.L. (importer, wholesaler, retailer), P.O. Box 152, Baghdad. WTD 11/7/62.

Japan

★★ Importer seeks line of American refrigerators. Harada Sangyo Kaisha, Ltd., 9, Andojibashi-dori 3-Chome, Minami-ku, Osaka. NCIA. I.R.-33.

Netherlands

Small, low priced electrical household appliances. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

Electric household appliances. Direct purchase and agency. Handelsonderneming Lega (manufacturer's agent), 22 Voltastraat or P.O. Box 112, Amersfoort.

Philippines

★★ Refrigerator, air conditioner manufacturer wishes to purchase electric heating elements for refrigerators to prevent sweating or condensation. Aircon, Inc., 2129 Pasong Tamo, Makati, Rizal. WTD 4/27/62. I.R.-83.

365 Radio, Television Sets

Germany

Radio, television sets; requests replies in German. Direct purchase and agency. FAM-Vertrieb Deutschland G.m.b.H. (manufacturer's agent), 117 Wilhelmstr., Aachen. WTD 11/6/62.

Madagascar

Radio receiving equipment, transistor radios, radio-phonograph combinations, tape recorders; requests replies in French. Direct purchase and agency. Société Radio-Electricite de Madagascar (J. Gautier et Cie.) (importer, wholesaler, retailer, sales agent), 26 ave. de l'Independance or B.P. 168, Tananarive. WTD 10/16/62.

Norway

Audiovisual teaching devices for schools. Direct purchase and agency. A/S Torrkopi, Norsk Ozalid (importing wholesaler, manufacturer's agent), 127 Drammensveien, Oslo. WTD 3/22/60.

366 Communications Equipment

Greece

● 7 terminal automatic telephone exchanges with initial cap. 200 lines, final cap. 600 lines; estimated value $80,000, including necessary associated equipment. Tender 6047, bid deadline Dec. 11. 5,000 disconnecting M.D.F. strips of various sizes; estimated value $90,000. Tender 6019, bid deadline Dec. 18. Various spare parts, maintenance materials for automatic telephone exchanges; estimated value $115,000. Tender 6108, bid deadline Dec. 20. Indoor protectors, fuses, carbon arresters; estimated value $27,000. Tender 6031, bid deadline Dec. 21. C/o President of Supply Committee of OTE, Room 3, 4 Sophocles St., Athens. Copies of specifications for review are available on loan basis from Communications Industries Division, Room 4019, Department of Commerce, Washington 25, D.C.★ (WO 7-4822.)

Madagascar

Radio transmitting equipment; requests replies in French. Direct purchase and agency. Société Radio-Electricite de Madagascar, J. Gautier et Cie. (importer, wholesaler, retailer, sales agent), 26 ave. de l'Independance, or B.P. 168, Tananarive. WTD 10/16/62.

Singapore

Electronic equipment for fishing boats, especially midget fish-finder echo sounders, accurate depth reading to 80-

100 fathoms, transistorized or nontransistorized, operable on 6-12 v. storage battery. Direct purchase and exclusive agency for Singapore, Malaya, 3 British Borneo territories. Lim Wee Cheng & Co. (importer, indent agent), Rooms A7, A8, MacDonald House, or P.O. Box 901, Singapore 9. WTD 3/26/62.

367 Electronic Components, Accessories

France

Receiving tubes of all types for radio, television. Direct purchase and agency. Comptoir du Sud-Ouest (wholesaler, retailer, sales agent, distributor), 86-88 Rue Georges-Bonnac, Bordeaux, Gironde. WTD 11/7/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Greece

● X-ray diagnostic apparatus, parts; estimated value $136,000. Tender 93613, bid deadline Dec. 18. Institute of Social Security, 8 Aghiou Constantine St., Athens.★ (WO 7-2925.)

371 Motor Vehicles, Accessories, Maintenance Equipment

Afghanistan

Parts, accessories for automobiles, particularly trucks. Amrit Lal & Bros., Sarai Ahmed Shahi, Kabul. WTD 10/10/62.

Australia

Automobile accessories; automotive tools, equipment for "do-it-yourself" handyman; requests descriptive literature, prices f.o.b. U.S. Port or c.i.f. Sydney. Nock & Kirby, Ltd. (retailer), 417-21 George St., Sydney. WTD 4/11/60.

Germany

Equipment for automotive workshops, gas filling stations; requests replies in German. Carl Bumann G.m.b.H. (wholesaler), 60 Semerteichstr., 46 Dortmund. WTD 11/2/62.

Iraq

● Spare parts, 12-V 1956 Dodges. Tender EME/30/62, bid deadline Dec. 26. Spare parts Dodge power wagons, WDXB-1-PW, B-2-PW, B-3-PW. Tender EME/32/62; bid deadline Dec. 31. Spare parts, 12-V Dodges, Catalog ORD 9SNL G-502. Tender EME/29/62, bid deadline Dec. 24. Spare parts, 24-V Dodges Catalog ORD-SNL-G741. Tender EME/28/62, bid deadline Dec. 24. Spare parts Dodge trucks, Models T-357, B.I.F., B.I.H., B.I.J. Tender EME/31/62, bid deadline Dec. 26. Spare parts for 2½ ton, 6 x 6, M 34, and M 35 Reo trucks, Catalog ORD 9-SNL-6-742. Tender EME/33/62, bid deadline Dec. 24. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Terms, specifications available from that authority for $1.40 (0.500 dinar) per copy.

Japan

★★ Trading company seeks 5 motorized highway sweepers. Sudo & Co., Inc., 3-69, Ozone-cho, Higashi-ku, Nagoya. WTD 4/19/62. I.R.-47.

Netherlands

Universal automotive replacement parts, accessories; garage equipment, excluding gasoline pumps. Direct purchase and agency. Handelsvereniging Internalectra N.V. (manufacturer's agent), 11 Middellaan or P.O. Box 55, Veenendaal.

Norway

Automobile accessories such as back rests, emergency road flares, safety aids, carryalls, trays, clothes hanger bars. Direct purchase and agency. A/S Kobas (importing distributor, manufacturer's agent), 10 Herman Fossgate, Oslo. WTD 7/30/62.

372 Aircraft, Parts

Canada

Gliders, sailplanes suitable for home assembly, with good performance record. John E. Keays Monarch Credit Security Corp., Ltd. (collection agency), 4466 Kingsway, Burnaby 1, B.C. WTD 11/14/62.

Japan

★★ Aircraft parts. Agency. Harada Sangyo Kaisha, Ltd., 9, Andojibashi-dori 3-Chome, Minami-ku, Osaka. NCIA. I.R.-33.

★★ Importer interested in agency for aircraft instruments, parts. Harada Sangyo Kaisha, Ltd., 9, Andojibashi-dori 3-Chome, Minami-ku, Osaka. NCIA. I.R.-33.

374 Locomotive Accessories

Pakistan

● Steam locomotive injectors, nonlifting, automatic, type 4131, 4,000 gal. cap.; "Nathan" patent for C.W.D. Loco. R.H., 72 injectors. Tender PIL/152/1-61, bid deadline Dec. 19. Chief Controller of Purchase, Pakistan Western Railway Empress Rd., Lahore, W., for $5.25 (25 rupees).★ (WO 7-5589.)

381 Engineering, Laboratory, Scientific, Research Instruments

Australia

Nautical instruments such as compasses, radars, depth measuring equipment, suitable for commercial vessels. Direct purchase and agency. Prouds Proprietary, Ltd. (retailer, wholesaler, agent, manufacturer), 179 Pitt St., Sydney. WTD 11/2/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Electronic measuring instruments. Direct purchase and agency. Deutsche Metrohm Fuisting & Co. KG (importer, wholesaler, sales agent), Echterdingen/Wuerttemberg, 51-55 Christophstr. WTD 11/6/62.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

All kinds of dental supplies, particularly specialties, new products. Alfred Becht (manufacturer, exporter, importer, wholesaler), 7600 Offenburg/Baden, 11 Luisenstr. WTD 11/8/62.

Greece

● Orthopedic instruments, supplies, including bone plates, pins, nails, splints. Tender 51866, bid deadline Dec. 17, Ministry of National Defense, Navy General Staff, 2 Paparrigopoulou St., Athens.★ (WO 7-2925.)

Iraq

● Hospital supplies, equipment; dental instruments, supplies; surgical instruments; laboratory equipment. Tender MED/2/962, bid deadline Dec. 12. Terms, specifications available from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, for $2.80 per copy.★ (WO-7-2925.)

Italy

Electromedical apparatus, hospital equipment surgical instruments. Direct purchase and agency. Amplifon, srl (manufacturer's agent), Via Durini 26, Milan. WTD 10/31/62.

386 Photographic Equipment, Supplies

Philippines

★★ Printer interested in purchasing offset films 24 x 26, about 10,000 films per year. Atty. Jose B. Clavano, P.O. Box 54, Cebu City. NCIA. I.R.-78.

391 Jewelry, Silverware, Plated Ware

Australia

Silverware, all types for domestic use, medium-high quality; stainless steel flatware for domestic use, medium-high quality; men's jewelry accessories, medium-high quality. Direct purchase and agency. Prouds Proprietary, Ltd. (retailer, wholesaler, agent, manufacturer), 179 Pitt St., Sydney. WTD 11/2/62.

394 Toys; Amusement, Sporting, Athletic Goods

Netherlands

Camping, sporting goods. Direct purchase and agency. Handelsvereniging Internalectra N.V. (manufacturer's agent), 11 Middellaan or P.O. Box 55, Veenendaal.

Railway scenery, OO and TT scale; balsa wood hobby kits, aircraft and boats only; model engines, diesel and glow plug. Model Engineering (importing distributor), 45 Elzenlaan or P.O. Box 79, Hilversum.

Toy cars, miniature size. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

395 Pens; Pencils; Other Office, Artists' Materials

Australia

Desk sets, especially of onyx, medium-high quality. Direct purchase and agency. Prouds Proprietary, Ltd. (retailer, wholesaler, agent, manufacturer), 179 Pitt St., Sydney. WTD 11/2/62.

Congo (Leopoldville)

● 12,900 spools typewriter ribbons for various makes of typewriters, calculators. Tender 3432/19/62, bid deadline Jan. 7. Republic du Congo, Ministere des Finances, Magasins Generaux des Approvisionnements, B.P. 3045, Léopoldville-Kalina. Tender in French.★ (WO 7-3518.)

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Australia

Costume jewelry, men's jewelry accessories, medium-high quality. Prouds Proprietary, Ltd. (retailer, wholesaler, agent, manufacturer, 179 Pitt St., Sydney. WTD 11/2/62.

399 Miscellaneous Manufacturing Industry Products

Netherlands

Stainless steel hair combs. Direct purchase and agency; exclusive franchise for

European Common Market. L. O. Sap (importing distributor), 2e Sweelinckstraat, 88, The Hague. WTD 9/20/62.

Business, gifts, gadgets for cars for souvenirs, requests replies from manufacturers only. Firma G. van Donk (importing distributor), 246 Amstel, Amsterdam.

Low priced household brushware, toothbrushes, hairbrushes. Direct purchase and agency. Agentex (manufacturer's agent), 77 Olmenlaan, Zwanenburg.

Smokers' requisites, low, medium priced souvenir items. A. v. Asperen N.V. (importing distributor), 21 Stationsstraat, Utrecht.

509 Miscellaneous Wholesale Products

Germany

Waste, linters, paper; requests replies in German. Lang & Co. KG (wholesaler), 37-39 Vor der Beule, 56 Wuppertal-Barmen. WTD 11/6/62.

Spinning, weaving mill waste of all kinds; requests replies in German. Ewald Bartsch (wholesaler), Postfach 100, 483 Guetersloh/W. WTD 11/7/62.

Well-assorted paper waste. Fritz Roller & Kreuser KG (importing distributor), Postfach 6806, Duesseldorf. WTD 10/18/62.

Malaya

Used, overissued newspapers. Lean Lee Trading Co., Ltd. (importer, exporter, retailer), 256 Beach St., Penang. WTD 6/4/62.

780 Motion Pictures

Norway

Audiovisual teaching devices for schools. Direct purchase and agency. A/S Torrkopi, Norsk Ozalid (importing wholesaler, manufacturer's agent), 127 Drammensveien, Oslo. WTD 3/22/60.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

147 Chemical, Fertilizer Mineral Mining Products

Netherlands

Rare metals such as lithium. Dr. R. Wetzlar Chemische en Metallurgische Handelmij, N.V. (importer, exporter), 445 Keizersgracht, Amsterdam.

200 Food

Germany

Deep frozen poultry; canned poultry, meat, vegetables; requests replies in German. Heinrich Linde (sales agent), Esslingen/Neckar- Wiflingshausen, Weilerweg 7.

Canned vegetables, fruit, meats; honey; requests replies in German. Wilhelm Baeumer (manufacturer's agent), 5905 Freudenburg Krs. Siegen/Westf., Hinterm Schiefenacker. WTD 11/7/62.

201 Meat Products

Germany

Egg products, bed feathers, sausage casings, related raw products; requests replies in German. C. Leinhas (broker), Mannheim-Almenhof, Heinrich-Hoff-Str. 20.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Netherlands

Raisins, dried prunes, dried apricots, almonds, walnuts. N.B. Junius Agentuur en Commissiehandel C.V. (agent), 43 H.A. Lorentzweg, Bussum.

220 Textile Mill Products

Australia

Velvets, cotton piece goods, polyester fiber, printed fabrics, stretch fabrics, imitation fur fabrics; special industrial fabrics for protective clothing. H.S. Phillips & Son (manufacturer's agent), 4 Barker St., Sydney. WTD 10/10/62.

Germany

Piece goods for manufacture of outerwear. Heinz Wendelken (sales agent), Grosse Bleichen 31, Hamburg 36. WTD 5/15/62.

Mauritius

Textile piece goods, cotton, nylon, wool, any other fibers. Shams H. Yadallee (sales agent), 29 Corderie St., Port Louis. WTD 11/9/62.

Rhodesia, Nyasaland

Piece goods, cotton, silk, synthetics for ladies', men's wear; lingerie fabrics; furnishing fabrics. Textile Trade Agencies (manufacturer's agent), P.O. Box 192, Salisbury, Southern Rhodesia. WTD 10/4/62.

225 Knitwear

Norway

Ladies' stockings. Sverre Darner (manufacturer's agent), 6 Johannes Brunsgate, Oslo. WTD 7/5/62.

229 Miscellaneous Textile Goods

Austria

Artificial leather for shoe industry; bag, purse, luggage makers; upholstery; wall, floor coverings. Gustav Breiter (importer, wholesaler, retailer, agent), Vienna VI, Mariahilferstrasse 101.

Costa Rica

Artificial leathers, remnants, factory seconds if available; requests replies in Spanish. General Agencies Co., Ltd. (Ramon Matias Quesada C.) (manufacturer's agent), P.O. Box 4672, San José. WTD 11/10/62.

230 Apparel

Germany

Outerwear for men, ladies. Heinz Wendelken (sales agent), Grosse Bleichen 31, Hamburg 36. WTD 5/15/62.

239 Miscellaneous Fabricated Textile Products

Australia

Fancy sheets, tablecloths. H. S. Phillips & Son (manufacturer's agent), 4 Barker St., Sydney. WTD 10/10/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Italy

Plywood for furniture manufacture. Gitta Gaspare Provenza (manufacturer's agent), Via Gaspare Palermo 13, Palermo, Sicily.

260 Paper, Related Products

Norway

Paper, board; high grade for printing of illustrations, advertising media. Flood & Wiborg (manufacturer's agent), 3 Skippergaten, Oslo. WTD 9/26/62.

281 Industrial Chemicals

Brazil

Iron oxide. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers

Austria

Plastics materials for shoe industry; bag, purse, luggage makers; upholstery; wall, floor coverings. Gustav Breiter (importer, wholesaler, retailer, agent), Vienna VI, Mariahilferstrasse 101.

Brazil

Plastic films, capacitor and insulating; plastics, granular, liquid, and powder. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

Costa Rica

Plastic films for shower curtains, tablecloths; remnants, factory seconds if available; requests replies in Spanish. General Agencies Co., Ltd. (Ramon Matias Quesada C.) (manufacturer's agent), P.O. Box 4672, San José. WTD 11/10/62.

Norway

Polyethylene, polystyrene, related products. Erling & Morten Lind, Jr., (manufacturer's agent), 18 Skippergaten, Oslo. WTD 9/20/62.

289 Miscellaneous Chemical Products

Italy

Carpenter's glue for furniture manufacture. Ditta Gaspare Provenza (manufacturer's agent), Via Gaspare Palermo 13, Palermo, Sicily.

307 Miscellaneous Plastics Products

Italy

Plastic laminates for furniture manufacture. Ditta Gaspare Provenza (manufacturer's agent), Via Gaspare Palermo 13, Palermo, Sicily.

Switzerland

Practical plastic kitchen utensils. Rotor World - Service, A. Ritschard - Jampen (manufacturer), Uetendorf, Canton of Bern. WTD 11/7/62.

322 Glass, Glassware

Norway

Glass fiber mats for production of pleasure boats, such as motorboats, sailboats, rowboats, canoes. Petter Gravensten (manufacturer's agent), 127B Bygdoy Allee, Oslo. WTD 10/31/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Canada

Grinding wheels. Agency, preferably exclusive. Michael Craig & Associates (manufacturer's agent), 422, 837 West Hastings St., Vancouver 1, B.C. WTD 12/14/61.

331 Steel Mill Products

Argentina

Iron sheets. M. Heredia y Cia. S.A.C.I. (importing distributor, manufacturer's agent, manufacturer), Alsina 653, Buenos Aires. WTD 6/16/61.

Brazil

Steel, electric for cores in sheets, strips, coils; steel sheets; stainless steel in bars, rods, sheets, strips, tubing. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

333 Primary Smelting, Refining Nonferrous Metals

Netherlands

Rare metals such as bismuth, germanium, gallium, indium, selenium, tellurium, tantalum, molybdenum cobalt. Dr. R. Wetzlar Chemische on Metallurgische Handelmij N.V. (importer, exporter), 445 Keizersgracht, Amsterdam.

334 Secondary Smelting, Refining Nonferrous Metals, Alloys

Netherlands

Rare metals such as cadmium. Dr. R. Wetzlar Chemische en Metallurgische Handelmij N.V. (importer, exporter), 445 Keizersgracht, Amsterdam.

335 Rolling, Drawing, Extruding Nonferrous Metals

Brazil

Wire, litz, magnet, such as enameled, formvar. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

336 Nonferrous Foundry Products

Brazil

Lead bars, foils, sheets. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

Switzerland

Practical kitchen utensils of cast aluminum. Rotor World-Service, A. Ritschard-Jampen (manufacturer), Uetendorf, Canton of Bern. WTD 11/7/62.

339 Miscellaneous Primary Metal Industry Products

Brazil

Iron powder, magnetic. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

342 Cutlery, Handtools, General Hardware

Australia

Heavy duty locks, fasteners; door openers, hardware. Kemsley & Co. Pty., Ltd. (manufacturer's agent), 116-24 Wickham St., Valley, Brisbane, Queensland.

Marine hardware, builders' hardware; average-high quality. Johnson & Gaston Pty., Ltd. (manufacturer's agent), P.O. Box 203, Crows Nest, Sydney. WTD 11/6/62.

Canada

Circular saw blades, wood chisels, auger bits. Agency, preferably exclusive. Michael Craig & Associates (manufacturer's agent), 422, 837 West Hastings St., Vancouver 1, B.C. WTD 12/14/61.

Netherlands

Hand, air driven pliers; hog ring pliers; tackers; wide crown top stitchers. Exclusive agency for Netherlands. Casper Koelman N.V. (importing distributor), 30-32 Lindenstraat, Amsterdam.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Australia

Bolts, nail screws, Kemsley & Co. Pty., Ltd. (manufacturer's agent), 116-24 Wickham St., Valley, Brisbane, Queensland.

346 Metal Stampings

Switzerland

Practical kitchen utensils of stamped, spun aluminum, stainless steel, other stamped metals. Rotor World-Service, A. Ritschard-Jampen (manufacturer), Uetendorf, Canton of Bern. WTD 11/7/62.

352 Farm Machinery, Equipment

Argentina

Small agricultural tractors, over 12 hp., with accessory implements. M. Heredia y Cia. S.A.C.I. (importing distributor, manufacturer's agent, manufacturer), Alsina 653, Buenos Aires. WTD 6/16/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Iraq

Wishes to act as agent for U.S. firms interested in participating in tenders announced by Ministry of Oil covering supply of any kind of equipment, supplies used in oil industry. Petroleum & Mineral Industrial Co. (importer, wholesaler, retailer, agent), 21A-1-2 Sa'doun St., Alwiya, Baghdad. WTD 11/7/62.

355 Special Industry Machinery

Italy

Woodworking machinery for furniture manufacture. Ditta Gaspare Provenza (manufacturer's agent), Via Gaspare Palermo 13, Palermo, Sicily.

Sweden

Instruments, other products for chemical, cellulose industries. Uno Skog AB (sales agent), Halsingegatan 7, Stockholm Va.

Turkey

Complete factory installations for light industries. Ihsan Kent (importer, commission agent), Karamustafa Pasa Cad. 203/205 Tahir Han, Kat 2, Galata, Istanbul.

356 General Industrial Machinery, Equipment

Australia

Hydraulic pumps, equipment for industrial, agricultural uses. R. Moore & Sons Pty., Ltd. (automotive engineer), 60 Short St., Perth. WTD 10/30/62.

Ball bearings. Kemsley & Co. Pty., Ltd. (manufacturer's agent), 116-24 Wickham St., Valley, Brisbane, Queensland.

Netherlands

Stapling machines, stapling hammers. Exclusive agency for Netherlands. Casper Koelman N.V. (importing distributor), 30-32 Lindenstraat, Amsterdam.

360 Electrical Machinery, Equipment, Supplies

England

Electronic equipment complementary to own products: Special purpose mercury-zinc, Nickel-cadmium batteries; nucleonic, electronic equipment; light airborne telecommunication equipment; search, rescue beacons; R.F. plugs, sockets. Burndept, Ltd. (manufacturer), Riverside Bldg., High St., Erith, Kent. WTD 2/28/62.

363 Household Appliances

Switzerland

Electric kitchen appliances. Rotor World - Service, A. Ritschard - Jampen (manufacturer), Uetendorf, Canton of Bern. WTD 11/7/62.

367 Electronic Components, Accessories

Brazil

Laminations transformer, permalloy; copper-clad laminates. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

371 Motor Vehicles, Accessories, Maintenance Equipment

Australia

Automotive hardware, accessories; average-high quality. Johnson & Gaston Pty., Ltd. (manufacturer's agent), P.O. Box 203, Crows Nest, Sydney. WTD 11/6/62.

374 Railroad Equipment

Turkey

Railway equipment, diesel locomotives, special heating equipment, signaling equipment. Ihsan Kent (importer, commission agent), Karamustafa Pasa Cad., 203/5 Tahir Han, Kat 5, Galata, Istanbul.

379 Miscellaneous Transportation Equipment

Canada

Heavy duty industrial wheelbarrows with

steel frame, tray, heavy rubber tires, 500. Exclusive agency. Michael Craig & Associates (manufacturer's agent), 422, 837 West Hastings St., Vancouver 1, B.C. WTD 12/14/61.

381 Engineering, Laboratory, Scientific, Research Instruments

England

Scientific equipment: Centrifuges; balances; graduated glassware; standard sockets, cones, related glassware; analytical reagents; automatic analysis equipment. Purbee Equipment, Ltd. (manufacturer, exporter, wholesaler, agent), 15 Pershore Trading Estate, Pinvin, Pershore, Worcs. WTD 10/17/62.

394 Toys, Sporting Goods

Australia

Toys, sporting goods. Warren Smith Pty., Ltd. (importer), 176 Railway Parade, Leederville, near Perth. WTD 10/30/62.

Aquatic sports equipment, accessories, especially for skin diving; average-high quality. Johnson & Gaston Pty., Ltd. (manufacturer's agent), P.O. Box 203, Crows Nest, Sydney. WTD 11/6/62.

399 Miscellaneous Manufacturing Industry Products

Canada

Natural sponges prepackaged for food market merchandising. Western Commodities, Ltd. (manufacturer's agent), 134 Abbott St., Vancouver, B.C.

Leads for Importers

Commodities are offered direct unless specified.

012 Fruit, Tree Nut Farm Products

Iran

Walnuts, up to 25 tons. Iran-Syria Export Co., Ltd. (exporter), 7 Serai Omid, Tehran. WTD 11/8/62.

109 Miscellaneous Metal Ores

Thailand

Mineral ores, such as cassiterite, wolframite, tin. Thai Sin Chan Co., Ltd. (exporter), 810 Anuwongse Rd., Bangkok. WTD 11/27/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Iran

Apricots, up to 2,000 boxes (1,215 kg.), without kernel. Iran-Syria Export Co., Ltd. (exporter), 7 Serai Omid, Tehran. WTD 11/8/62.

Japan

Processed sea urchin, bottled; other processed foodstuffs. Direct or through agent. Yamato Sangyo, Inc. (manufacturer, exporter), 14 Hosoe-cho, Shimonoseki-shi, Yamaguchi Prefecture. WTD 10/10/62.

208 Wines

Germany

Red, white table wine; high quality; reportedly produces 130 different types. Direct or through distributor. Bernhard Buerkle (exporter), Bopserwaldstrasse 52, Stuttgart-S. WTD 7/29/61.

209 Vegetable Oil Mill Products

Iran

Castor oil, up to 100 tons. Iran-Syria Export Co., Ltd. (exporter), 7 Serai Omid, Tehran. WTD 11/8/62.

Cuminseed, up to 100 tons. Iran-Syria Export Co., Ltd. (exporter), 7 Serai Omid, Tehran. WTD 11/8/62.

252 Office Furniture

Japan

★★ Steel office furniture. Nichido Sangyo Kabushiki Kaisha, 12 Komatsu-Naka-dori 2-Chome, Higashiyodogawa-ku, Osaka. NCIA. I.R.-30.★

262 Paper Mill Products

Japan

★★ Patterned or dyed disposable bed sheets. Shirai Jitsugyo K.K. 19, Umeda-cho, Kita-ku, Osaka. NCIA. I.R.-19.

275 Commercial Printing

Sweden

Damping sleeves used with offset printing. Direct or through agent. Lundquist & Jansons (manufacturer, exporter, importer, wholesaler), 4A Packhusgatan, Goteborg C. WTD 10/11/62.

332 Iron, Steel Foundry Products

Japan

★★ Gray iron castings, principally for machine tool makers. Takeyama Foundry Co., 1, 3-chome Kiyokawa-cho Nakagawa-ku, Nagoya. NCIA. I.R.-45.★

342 Cutlery, Handtools, General Hardware

Japan

★★ Builders' hardware, hinges, door handles, knobs, locks. Shibutani Metal Industry Co., Ltd., 52 Kajiyamachi, Minami-ku, Osaka. NCIA. I.R.-22.★

★★ Automobile accessories, trim parts. Kojima Mfg. Co., Ltd., 30, 3-Chome, Simoichiba, Toyota-shi, Aichi-ken. NCIA. I.R.-56A.

★★ Portable electric woodworking tools. Aichi Electric Mfg. Co., Ltd., 3880, Matsukawado-cho, Kasugai-City, Aichi Prefecture. I.R.-48.★

★★ Sport boat hardware. Chuo Trading Co., Ltd., 8 Higashi-Shirakabe-cho, Higashi-ku, Nagoya. WTD 12/14/60. I.R.-53.★

344 Fabricated Structural Metal Products

Japan

★★ Steel fabricator can supply knocked-down towers for telephone, radio, television, power transmission. Eventual joint venture. Nippon Denro Co., Ltd., 8, 3-Chome Fukae-naka,, Higashinari-ku Osaka. NCIA. I.R.-18.★

348 Fabricated Wire Products

Japan

★★ Wire cloth for fuel filters, air conditioning equipment. Katayama Kogyo K.K., 7, 150 Iseyama-Cho Naka-Ku, Nagoya. NCIA. I.R.-60.

353 Construction Machinery, Equipment

Germany

Machinery, technical equipment: Hoisting, lifting equipment, special technical equipment such as chucks, bulldog clamps. Siegeit & Co. (exporter), Bahrenfelder Steindamm 69-71, Hamburg, Altona. WTD 3/15/61.

Japan

★★ Earthmoving equipment, lift trucks. Komatsu Mfg. Co., Ltd., Otemachi, Chiyoda-ku, Tokyo. NCIA. I.R.-44.★

354 Metalworking Machinery, Equipment

Japan

★★ Sales agent for Japanese cutter grinder seeks U.S. distributor. Toyo Kikai Boeki Kabushiki Kaisha, Nigashi Bldg., 6, 1-Chome, Kawara-machi, Higashi-ku, Osaka. NCIA. I.R.-43.★

355 Special Industry Machinery

Japan

★★ Manufacturer of accessory machines for textile industry seeks distributor. Toyo Kikai Boeki Kabushiki Kaisha, Nigashi Bldg., 6, 1-Chome, Kawara-machi, Higashi-ku, Osaka. NCIA. I.R.-43.★

★★ Press molded metal frame parts for looms. Agency. Kojima Mfg. Co., Ltd., 30, 3-Chome, Simoichiba, Toyota-shi, Aichi-ken. NCIA. I.R.-56A.

356 General Industrial Machinery, Equipment

Japan

★★ Steel bearings. Koyo Seiko Co., Ltd., 2, Unagidani Nishino-cho Minami-ku, Osaka. I.R.-37.★

358 Service Industry Machines

Japan

★★ Stainless-steel kitchen, restaurant, hospital equipment. Sumifuku Stainless Steel Ind., Ltd., 25, Dojima Naka-1-Chome, Kita-ku, Osaka. NCIA. I.R.-40.★

361 Electric Transmission, Distribution Equipment

Japan

★★ Primary cutout switches, circuit breakers, oiless pole switches, arrestors. Takamatsu Electric Works, Ltd., 4, Kami-Iida Higashimachi, Kita-ku, Nagoya. I.R.-46.★

★★ Ignition transformers. Aichi Electric Mfg. Co., Ltd., 3880, Matsukawado-

cho, Kasugai-City, Aichi Prefecture, I.R.-48.★

363 Household Appliances

Japan

★★ Sewing machines. Koyo Seiko Co., Ltd., 2, Unagidani Nishino-cho, Minami-ku, Osaka. I.R.-37.★

365 Radio, Television Sets

Japan

★★ Transistor radios. Koyo Seiko Co., Ltd., 2, Unagidani Nishino-cho, Minami-ku, Osaka. I.R.-37.★

367 Electronic Components, Accessories

Japan

★★ Miniature capacitor motors. Aichi Electric Mfg. Co., Ltd., 3880, Matsukawado-cho, Kasugai-City, Aichi Prefecture. I.R.-48.★

★★ Superlow frequency therapeutic, diagnosis apparatus. Heiwa Electronic Institute, Inc., 94, 6-Chome, Nakamiyacho, Asahi-ku, Osaka. NCIA. I.R.-42.★

369 Electrical Machinery, Equipment, Supplies

Japan

★★ Automotive electrical parts. Goodwin Motors Co., Ltd., NYK Line Bldg., 25, Kawaguchi-cho, Nishi-ku, Osaka. NCIA. I.R.-20.★

398 Miscellaneous Manufacturing Industry Products

Kenya

African curios. Direct or through agent. Champian Industrial & Trading Co. (exporter), P.O. Box 12664, Nairobi. WTD 11/6/62.

399 Manufacturing Industry Products

Japan

Shell mosaics for use by manufacturers of lipstick cases, compacts; high quality. Naniwa Boyeki Shokai (Gomei Kaisha) (manufacturer, exporter, importer), 5, 3-Chome, Itachibori-Kamidori Nishiku, Osaka. WTD 10/29/58.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

ARGENTINA—Department of Irrigation, Mendoza Province, planning to construct **storage dam** "El Carrizal" on Tunuyan River, bid call to be in April 1963, submittal by July 1963, estimated cost of project $8 million (1 billion pesos), preliminary studies prepared. Site of project may be visited after Dec. 1. Copy of specifications, pertinent information, in Spanish, available. ★

MEXICO—Plans under consideration for construction in regional milksheds from U.S. border to Yucatan of 9 **plants for pasteurizing raw milk.** Authorization of $2.9 million Alliance for Progress loan to Mexico announced on Nov. 15 by Eximbank, proceeds of loan to purchase from U.S. firms pasteurization equipment designed for particular capacity required and including machinery for preprocessing, pasteurizing, bottling, bottle washing, sanitary control, steam generation, and refrigeration. Plants production to range from 6,000 to over 20,000 gal.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Burma

U Maung Maung Lwin, representing Olympic Tours, 157 Bo Aung Gyaw St., Rangoon, interested in **tourist promotion, travel agencies,** and export of Burmese products; also information on tourist promotion and travel agencies. Dec. 12 via New York for 3 weeks; c/o Ambassador, Burmese Embassy, Washington, D.C. Itinerary: Washington, Chicago, San Francisco, Los Angeles, Honolulu.

Ecuador

Dr. Rosa Moncayo Bermudez, representing Federation of Chemical Pharmacists of Ecuador (Federacion de Quimicos Farmaceuticos), Calle Bolivar 881, Quito, interested in visiting and observing **chemical-pharmaceutical laboratories, cosmetic plants;** entering into licensing arrangement with U.S. firm for production of a cosmetic line and pharmaceutical products; also technical information. Nov. 15 via New York for 6 months; c/o 780 Madison Ave., New York 21; c/o Amparo Factora, 3743 98th St., Corona 68, Long Island, N.Y. Itinerary: New York, Washington.

France

Rene Schneider, representing own enterprise at 8 rue Saint Placide, Paris, 6e, interested in importing men's and women's **remnant garments.** Early Dec. via New York for 2 weeks; c/o French Consulate, New York, N.Y. Itinerary: New York, Boston.

Indonesia

Tjio Wie Tay, representing P. T. Gunung Agung, 13 Kwitang, Djakarta, interested in importing and seeking buying agents for **books, stationery, printing machinery, microfilm;** also technical information on printing presses and microfilm business. Late Nov. or early Dec. via New York for 1 month; c/o McGraw-Hill Book Co., 330 W. 42d St., New York 36; c/o Addison Wesley, Reading, Mass. Itinerary: Honolulu, New York, Boston, possibly other cities.

Israel

Zalman Shaanan, representing SHEB, 39 Hanamal St., Haifa, interested in purchasing **spare parts for automobiles,** also visiting plant manufacturing spare parts. Sometime in Dec. via New York for 3 months; c/o Louis Schin, 273 Cyprus Ave., Bronx 54, New York. Itinerary: New York; Tarrytown, Buffalo, N.Y.; Bloomfield, Linden, Mahwah, Metuchen, N.J.; Detroit; Toledo.

Pakistan

A. R. Khan, representing Insecticide Enterprise & Co-Operated Supply Co., 288-90 Tejgaon Industrial Area, Dacca 5, interested in obtaining agency franchises for **insecticide and pesticide raw materials and finished products, fertilizers,** and **laboratory and scientific instruments;** also technical information on formulation of insecticides and pesticides. Nov. 24 via New York for 1 month; c/o Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. Itinerary: New York, Washington, Chicago, San Francisco.

Peru

Ellis G. Stone, Jacinto Lara 397, San Isidro (P.O. Box 442), Lima, interested in contacting U.S. manufacturers of **institutional laundry, drycleaning, and kitchen equipment.** Nov. 30 via Miami for 3 weeks; c/o U.S. Department of Commerce, Washington 25, D.C. Itinerary: Washington, Newark, New York, Chicago, possibly other cities.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated October unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the

United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Alcoholic Beverage Manufacturers—Honduras.
American Firms, Subsidiaries and Affiliates—Israel, September 1962.
Architects, Builders, Contractors and Engineers—Netherland Antilles, September 1962.
Coffee, Tea and Cocoa Exporters—Brazil, September 1962.
Confectionery Importers, Dealers and Manfacturers—Peru, September 1962.
Dental Supply Houses—Nicaragua.
Electronic Equipment for Home Entertainment, Phonograph Record, and Prerecorded Magnetic Tape Importers, Dealers and Manufacturers—Iran.
Furniture Manufacturers—El Salvador.
Hide, Skin and Fur Importers, Dealers and Exporters—Egypt.
Hide, Skin and Fur Importers, Dealers and Exporters—Spain, September 1962.
Household Appliance Importers and Dealers—Guadeloupe, Martinique, French Guiana.
Household Appliance Importers and Dealers—Luxembourg.
Iron and Steel, Nonferrous Metals, and Building Material Importers and Dealers—Egypt.
Iron and Steel, Nonferrous Metals, and Building Material Importers and Dealers—Trinidad, Tobago.
Iron and Steel, Nonferrous Metals, and Building Material Importers and Dealers—Uruguay.
Lumber, Plywood and Veneer Importers and Dealers—Iraq.
Machine Tool, Die, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—United Kingdom, September 1962.
Office Supplies and Equipment, Stationery and Paper Importers and Dealers—Norway.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Argentina.
Textile Industry—Chile.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Australia, September 1962.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers — United Kingdom.

Switchgear tenders requested by India

Bids are being invited by India for supply and installation of outdoor switchgear comprising 220 kv., 110 kv., and lower voltage circuit breakers, disconnecting switches, current and potential transformers, and lightning arresters—estimated cost $2,310,000, bid deadline 12 noon (Indian Standard Time) Jan. 21.

Tender KEL/II-S/2 is in connection with stage II of the Koyna Hydroelectric Project.

Tender forms and specifications may be obtained from the Chief Engineer (Electrical), Koyna Hydroelectric Project, Government of Maharashtra, Mercantile Bank Bldg., Mahatma Gandhi Rd., Bombay 1, for $10.50 a set, plus airmail charge about $1.47.

A copy of the tender notice is available for review in the Power & Electrical Equipment Division, BDSA, Room 4217, Department of Commerce, Washington 25, D.C.

U.A.R. extends deadline for cement factories

The General Egyptian Organization for Building Materials & Ceramics, 49 Kasr el Nil St., Cairo, has announced that the bid deadline for the supply of machinery for expansion of four cement factories and erection of a new one in upper Egypt has been postponed from Dec. 1 to Feb. 1. (INTERNATIONAL COMMERCE, Nov. 12, p. 23.)

Specifications are available on a short loan basis from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

Railway track material wanted for New Zealand

The New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington, C.1, has issued tender S.62/38 calling for sealed bids on 492 91-lb. track turnout switches and 16 slips, bid deadline Jan. 30.

Conditions of tender and drawings may be inspected by arrangement with the New Zealand Government Senior Trade Commissioner & Commercial Counselor, Suite 306, Association's Bldg., 1145 19th St., NW., Washington 6, D.C.

Water supply project planned by Dahomey

The Republic of Dahomey is planning to construct a water supply project for Porto Novo, its capital city.

A request for financing aid is being submitted to the Agency for International Development (AID), estimated cost of construction $619,000 plus the funds that will be needed to engage a U.S. consulting engineering firm for the final design.

Further information may be obtained from AID, Washington 25, D.C.

ITALY BUILDING BORATE PLANT

Construction of the $12.8 million BORMED borate plant was started in Trieste on Nov. 8. BORMED is a 50-50 venture of Montecatini, Milan, and of the Minerals & Chemicals Phillips Corp.

SHAPE invites bids on antenna masts

The Supreme Headquarters Allied Powers Europe, Paris, has issued an international invitation to bid on the supply of 5 transportable sectional antenna masts of lightweight metal (aluminum alloy or comparable).

The height will be 25 meters (82 feet) when erected, and when dismounted each mast must be storable in a 4-wheel, 2-ton trailer, 14 feet long.

Procurement may be increased from 5 to 11 masts.

Bid deadline under SHAPE invitation to bid 62-5 is Dec. 12.

Copies of the bidding instructions and specifications are available from the Purchasing & Contracting Officer, ACE (Allied Command Europe) Communications Electronic Equipment, SHAPE, Paris, or may be reviewed in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

England seeks apparel agency

An English company is seeking an agency for specialized lines of women's and children's wear, women's blouses, junior miss blouses, girls' and infants' frocks for distribution to mail order houses.

For further details U.S. manufacturers who wish representation in England should contact the Office of Textiles, BDSA 313, T-30 Bldg., Department of Commerce, Washington 25, D.C., or call WOrth 2-4294.

MAINE'S EGG EXPORTS RISE

Venezuela is Maine's biggest foreign market in 1962 for hatching eggs, the Maine Department of Agriculture reports. Information covering July, August, and September shipments shows that Venezuela received 2,499,324 Maine hatching eggs, up 1 million eggs from the same period last year. Other foreign customers for Maine's poultry stock are Canada, British Guiana, Chile, Curacao, West Germany, Italy, and Mexico.

SICILIAN PORT TRADE INCREASES

Commerce of the port of Augusta, Sicily, is expected to approach the 14-million-ton level by the end of 1962. Thus Augusta would become Italy's second largest port, ranking after Genoa and ahead of both Naples and Trieste.

New Books and Reports

***Overseas Plants of U.S. Chemical and Pharmaceutical Firms: 1962.* Published by the Noyes Development Corporation. Pearl River, New York. 53 pp. $6.**

Organized by countries, the book lists 861 foreign plants of 165 U.S. chemical and pharmaceutical firms in 54 countries.

For each of the countries the U.S. firm name is listed along with the name of its foreign subsidiary and the city or town in which its plant is located. Where known, the percentage of U.S. ownership is also included.

To facilitate contacting the U.S. firms, a separate listing of 165 U.S. addresses has been included in the guide.

Copies may be ordered from the Noyes Development Corporation, P.O. Drawer 900, Pearl River, N.Y. Phone Nos.: (914) PE 5-5460 and PE 5-5461.

***ABC Edition—Europ Production.* Published by ABC Verlagshaus, Darmstadt, Germany, March, 1963. 3,000 pp. $12.50.**

The 1963 edition of this multinational information guide covers all branches of industry in Germany, Austria, the Netherlands, Switzerland, France, Belgium and Luxembourg. The book is designed as an aid in purchasing, marketing, advertising and selling.

The book's chief section lists under some 10,000 headings (in English, French, Spanish and German) about 300,000 names and addresses of manufacturing firms in the 7 countries.

In the U.S., copies of the book may be ordered from Export-Import, Inc. 910 17th St., NW., Washington 6, D. C.

***Radioisotopes in World Industry.* Published by the U.S. Atomic Energy Commission. Washington, November, 1962. 131 pp. $2.50.**

The publication contains 569 abstracts of selected foreign literature dealing with worldwide industrial applications of radioisotopes. The selected abstracts concern articles and publications which, in general, were printed in languages other than English.

The book is available from the Office of Technical Services, U.S. Department of Commerce, Washington 25, D.C.

***France its Industries:* Published by the French National Employers Council. Paris, 1962. 44 pp.**

A concise guide to French industry. Contains summaries of 25 industries; a list of 28 technical research centers; an analysis of the 22 geographical regions, listing all industrial towns in each area and their activities; and a directory by industry with an index to all towns where located. There is also an alphabetical index of all industrial towns in France and a large map indicating the chief manufacturing activities of each region, with a complete list of firms, by towns (except Paris), on the reverse side of the map.

Copies may be ordered from France Actuelle, 221 Southern Building, Washington 5, D.C. Price: $1 per copy; bulk orders of 25 copies or more, 75 cents per copy.

***Determinants of Projected Level of Nigerian Demand Supply and Imports of Farm Products in 1965 and 1975.* (ERS Foreign 32) Economic Research Service, Department of Agriculture, Washington 25, D.C. 1962. No charge.**

A study of the long-term projections of supply and demand for agricultural commodities in Nigeria has been published recently by the U.S. Department of Agriculture. One of the most significant statements of the report is a prediction that Nigeria's 1975 import demand for wheat will be double that of 1960. (Wheat equivalent of flour imports in 1960). The demand for milk (dried and/or canned) will expand at a rate which will double demand every 3 to 4 years. The Nigerian import demand for leaf tobacco is not expected to increase.

The overall economy of Nigeria has been considered carefully in estimating the import potential for various agricultural commodities. The study estimates that there will be a growth in the gross domestic product of Nigeria from $2.5 billion in 1957 to between $4.5 and $5 billion in 1975. The country's population should be approximately 55 million by that time.

Copies of this study are available from the Economic Research Service, U.S. Department of Agriculture, Room 1467, South Agriculture Building, Washington 25, D.C. **D.G.**

***Guide to the Establishment of Industry in Singapore.* Published by the Government of Singapore. 1962.**

The Singapore Government has recently published a very useful booklet called, "Guide to the Establishment of Industry," which will be of considerable help to American investors interested in Singapore.

The purpose of the booklet is to inform industrial entrepreneurs and investors of the pertinent Singapore statutes and governmental agencies dealing with investment. The following topics, among others, are covered by the booklet: business registration, foreign exchange, entry into and employment in Singapore, government loans, industrial sites and public utility rates.

The booklet may be obtained by writing to: The Far Eastern Division, Office of Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. **M.T.B.**

***Afrasian Markets.* A monthly magazine published by the Amalgamated Press of Bombay, India. Annual subscription: $6.**

This monthly trade journal lists buying and distributing organizations and outlets in 145 countries throughout the world, with chief emphasis on the developing nations of Asia and Africa. The magazine has correspondents in 26 Asian and African nations.

It can be ordered from the Amalgamated Press, 41 Hamam Street, P.O. Box 325, Bombay 1, India.

***World Trade Information Service*, U.S. Department of Commerce. Washington, 1962.**

The following recently published issues in the WTIS series are now available, and can be ordered from the Superintendent of Documents, Government Printing Office, Washington 25, D.C. (The WTIS series will be supeceded this month by Overseas Business Reports).

Import Tariff System of Iceland. WTIS, Part 2, No. 62-55. 2pp. 10 cents.

Preparing Shipments to Iceland, WTIS, Part 2, No. 62-56. 7pp. 10 cents.

Food Regulations of Bolivia. WTIS, Part 2, No. 62-57. 2pp. 10 cents.

Living Conditions in the United Kingdom. WTIS, Part 2, No. 62-59. 7pp. 10 cents.

Marking and Labeling Requirements of Belgium. WTIS, Part 2, 62-60. 2pp. 10 cents.

Licensing and Exchange Controls . . . Yugoslavia. WTIS, Part 2, No. 62-61. 4pp. 10 cents.

The Department of Commerce has also published guides for sending gift packages to **Canada, Congo (Leopoldville), Germany, Greece, Norway and Sweden,** as well as an 11 page booklet on **The Market for Selected U.S. Houshold and Commercial Gas Appliances in Australia.** All of these publications cost 10 cents.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1962—651967/20

Calendar *for international traders*

December

3—Profits in Exports Conference, Halfway House, **Darien, Conn.** Sponsors: Stamford, Norwalk, Greenwich Chambers of Commerce, New York Field Office of the U.S. Department of Commerce.

4—FCIB Round Table Conference on Foreign Finance, Credit, Collection, and Exchange Problems, at the Ben Franklin Hall, 103 East 35th St., **New York, N.Y.** Sponsored by the Foreign Credit Interchange Bureau.

4—Dinner, Fashion Originators Guild of America, Inc., "500" Club, **New York, N.Y.**

5—Meeting of International Food Manufacturers Assn., Hilton Inn., **Aurora, Ill.**

5—Panel on the "Economic Future of Japan." Sponsor: DePaul University, **Chicago, Ill.**

5—Southeastern Massachusetts Conference on Profits in Export, Lewis Lodge, **Taunton, Mass.** Sponsors: Taunton Area Association of Commerce, Brockton Chamber of Commerce, Fall River Chamber of Commerce, New Bedford Chamber of Commerce, and Attleboro Chamber of Commerce.

5—Export Seminar, **Joliet, Ill.;** Sponsor: Illinois Committee on Trade Expansion and the Joliet Chamber of Commerce.

5-7—NAM Annual Convention, Waldorf-Astoria Hotel, **New York, N.Y.** Dec. 7 luncheon speaker: Gen. Dwight D. Eisenhower. Panel moderator: Draper Daniels, National Export Expansion Coordinator.

7—American Economic Assn. Dinner, **Pittsburgh, Pa.** Speaker: Jack N. Behrman, Ass't. Sec'y. of Commerce for International Affairs.

7-11—Visual Communication Congress, Convention and Trade Center, **Philadelphia, Pa.** Sponsors: Society of Reproduction Engineers; American Institute for Design and Drafting; American Records Management Assn.

10—Profits in Export Conference, **Paterson/Passaic, N.J.** Sponsors, Paterson Chamber of Commerce, Passaic Chamber of Commerce, New York Field Office.

11—Monthly meeting of the Automotive Exporters Club of Chicago, **Chicago, Ill.**

11—Joint Luncheon Meeting, International Advertising Assn. and International Executives Assn., Hotel Statler Hilton, **New York, N.Y.**

12—Second Lafayette Export Conference, **Lafayette, La.**

12—Assn. of Industrial Advertisers and Sales Meeting Magazine Luncheon Commodore Hotel, **New York, N.Y.**

12—Export-Import Club Meeting, **Columbus, Ohio;** Topic: "Latin America".

13—Luncheon meeting of the International Trade Club, **Chicago, Ill.**

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

19—Executive Forum On Export Expansion, **Chicago, Ill.** Sponsor: Economics Council of the Chicago Trade Assn.

January

17—Second Export Trade Workshop, **Hartford, Conn.**

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

23—Agricultural-Industry Conference, **Salt Lake City, Utah.** Sponsor: State of Utah.

23-25 — International Engineering Convention, **Boulder, Colo.** Sponsor: University of Colorado.

February

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

14—Meeting of the World Trade Club of Denver, **Denver, Colo.**

March

19—Electronic Industries Assn. Symposium on European Markets for Electronic Products, Statler-Hilton Hotel, **Washington, D.C.**

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